

PUBLISHED
EVERY
FRIDAY

THE
CANADIAN GROCER
AND
GENERAL
STOREKEEPER

CIRCULATES
IN EVERY
PROVINCE

**COLMAN'S
MUSTARD**



BEST ON EARTH

BRITISH ROYALTY

has for many years patronized

ZELLER WAFERS.

The Four Savoury Varieties are delicious sandwiched with butter.

The Six Sweet Varieties are the right accompaniment for

Ices, Custards, Whipped Cream, etc.

Manufactured by

PEEK, FREAN & CO., LONDON.

Canadian Trade Supplied by Chas. Gyde, Montreal, Que.

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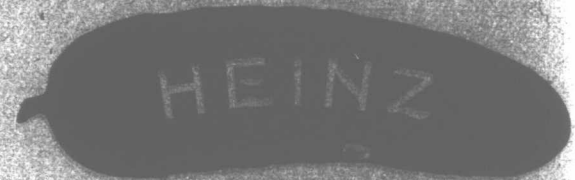
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<p>Corn Brooms</p>	<p>BROOMS</p>	<p>"Rose" "Pansy" "Thistle" "Maple Leaf" "Shamrock" "Daisy" "Tulip" and "Good Luck" ...</p>
<p>STANDARD BRANDS</p>		<p>Always reliable and as represented.</p>
<p>"GEM" "WIRE" "SNOW" "CORKER" "HEARTH" "LA BELLE" "BARBERS" "TRAVELLER"</p>	<p>Wood, Bone, Nickel, Silver and Plush Handles. Large Variety. Low Prices.</p>	
<p>WHISKS</p>	<p>WHISKS</p>	<p>Corn Whisks</p>
<p>The H. A. Nelson & Sons Co., Limited 59 to 63 St. Peter Street MONTREAL Toronto Sample Room: 56 and 58 Front St. West</p>		

If you want to make a Friend

SUGGEST



Condiments

The man who enjoys good eating always insists on one or more of the 57 HEINZ varieties with each meal.

LET IT BE SAID OF YOU THAT YOU CAN SUPPLY HIM.

H. P. Eckardt & Co.,
Toronto.

Hudson, Hebert & Co.,
Montreal.

What's Mine Is my Own.

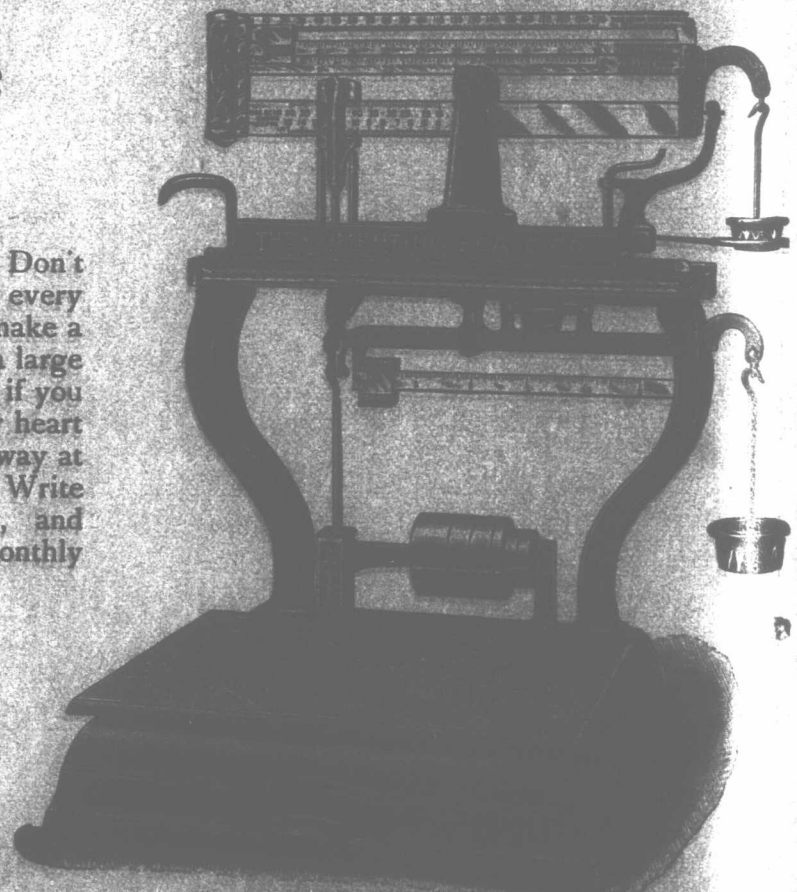
Then why don't you keep it? Don't give away a large percentage of your profits every time a customer comes into your store to make a purchase. You say you don't give away a large amount? Well, then, call it a small amount, if you like, but it's just as certain to eat the very heart out of your business as if you gave it all away at once. Stop this leak before it stops you. Write to us about the Money-Weight System, and remember that our scales are sold on easy monthly payments.

Address:

THE COMPUTING SCALE CO.
DAYTON, OHIO.

OR **MONEY-WEIGHT SCALE CO.**, Sole Distributors,
47 State St., Masonic Temple, Chicago, Ill.

OR **L. A. DAVIDSON**,
Canada Life Building, Toronto



No argument is needed to sell Lazenby's Goods, Codou's Macaroni and Stephens' Pickles---their names are silent arguments themselves. That is what a **name** will do.

Lazenby's.

A name familiar to England's Nobility for over **100 years**—"E. Lazenby & Son."

Lazenby's Jelly Tablets are made from absolutely pure materials. The fruit, flower, wine and spice flavors are Nature's own. Thirteen different varieties—each one of the very highest quality. "Profitable to use—profitable to handle."

**Jelly
Tablets.**

P. Codou's.

Another name that stands for **all that's good** in Macaroni—P. Codou. With that

name on the package no argument is needed to sell it. Made only from real Russian wheat. Delicate, tender Macaroni.

Macaroni.

Stephens'.

Are you quite sure of the **name** when you buy Pickles in bulk? You **may** get them packed in something else besides Pure Malt Vinegar—unless you look for the name "Stephens." When you see **that** you get absolutely safe packing. The pickles are sound, crisp, piquant, always.

Pickles.

All of the above are sold by leading wholesalers.

AGENTS:

A. P. TIPPET & CO.,

F. H. TIPPET & CO.,

Montreal and Toronto.

St. John, N.B.

DUNN'S PURE MUSTARDS

are made from selected seeds; all shell is extracted. Sold in 10c.,
 1/2-lb. and 1-lb. tins. It will pay to write us at Hamilton, Ont.

*As
 Yellow
 As
 Gold.*

The grains of Gold Dust Corn Meal are literally as yellow as the grains of gold. You will find no dirt or black specks in it. Each grain is evenly cut, because the Corn Meal is made by the American process—the best process that Science knows of. Only pure, yellow corn is used in the making—every bushel of it is carefully inspected to see that it is **just right**. Let us send you samples. If you have been using ordinary corn meal Gold Dust will surprise you.

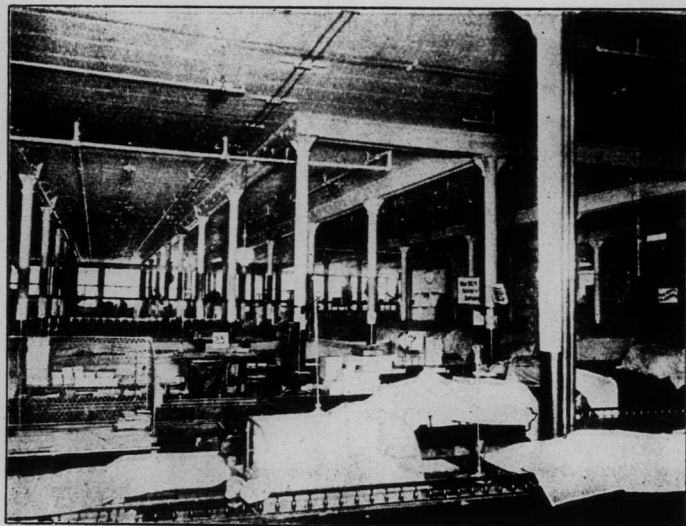
THE TILLSON COMPANY, LIMITED
 Tilsonburg, Ont.

*Gold
 Dust
 Corn
 Meal.*

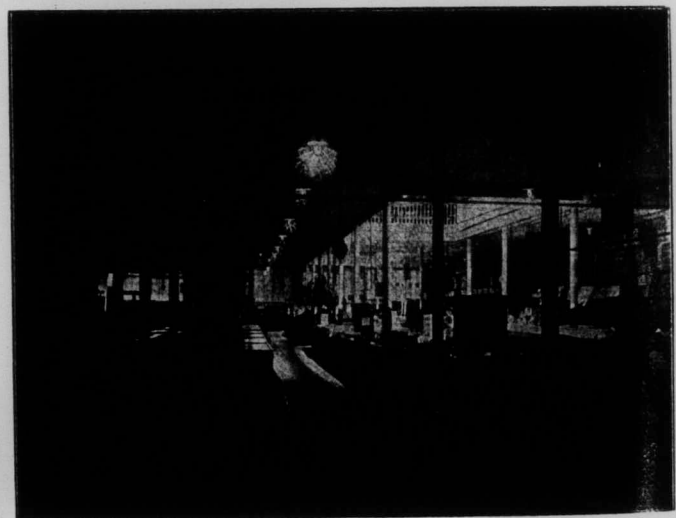
LUXFER PRISMS

Placed in windows echo the outside brightness to the very rear of your warehouse.

"Investment, not speculation," say
 our thousand odd patrons.



EATON'S—WITH PRISMS



EATON'S—WITHOUT PRISMS

!Your next door neighbor knows what it will cost to light his store; why don't you also?

Write for Descriptive Book.

The Luxfer Prism Company
 Limited

58 Yonge St., Toronto.

You Can't Know

how quickly the profits pile up in the handling of cigars until you try it. The profit on a single cigar is small, but it is **sure**—look out for the quality though. Quality can make or mar any grocer's cigar trade.

My "Pharaoh" Cigar which retails for 10c. wins a smoker's confidence every single time—largely increased sales to grocers prove it. My "Pebble" Cigar (that retails for 5c.) has doubled in sales during the past few months. Samples of both cigars free—to any grocer who is interested to know how quick the profits "pile up."

J. Bruce Payne, Mfr.,
Granby, Quebec.

BE UP-TO-DATE

and always have on hand a stock of

Crown Flavoring Extracts

They will give your customer the best of satisfaction every time.

Write for Prices.

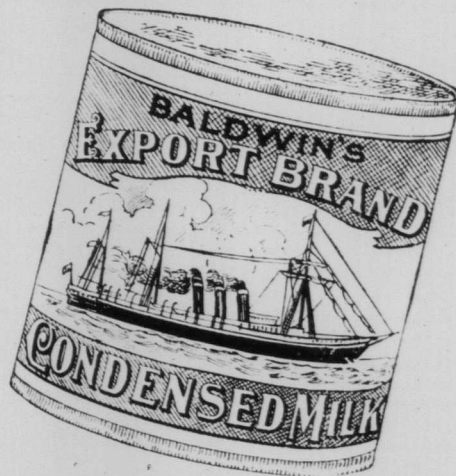
The Greig Manufacturing Co.
MONTREAL.

The Dominion Analyst places Baldwin's

EXPORT

Brand Condensed Milk at the head of the list in competition with all other brands on the market.

ROSE & LAFLAMME, Selling Agents, MONTREAL.



LORD KITCHENER CONQUERED THE SOUDAN and "THE SIRDAR" Smoking Tobacco

is conquering the tastes of the Canadian public.

GROCERS.—A good Tobacco, a good seller, a good profit. Put up 8's to the lb.; caddies 20 lb. Ask your wholesaler for it. Price, 52c. per lb.

JOLIETTE TOBACCO CO.

F. W. HUDSON & CO., Agents for Ontario, TORONTO, ONT.



SNOW DRIFT BLEND

NEVER MORE
FRAGRANT
THAN TO-DAY.

ALWAYS THE SAME
ALWAYS THE BEST
ALWAYS THE FAVORITE



LICORICE..

We manufacture everything in the Licorice line carried by the Grocery, Drug and Confectionery trades. We might mention—Y. & S. Stick Licorice, all sizes; Acme Licorice Pellets; Y. & S. Licorice Lozenges, in cans or glass jars; A B C Blocks; Purity & Dulce Brand one cent sticks; Bundled Licorice Root; Small Cigars, 300 to box, etc. In PLIABLE LICORICE, Triple Tunnel Tubes, Mint Puff-Straps, Navy Plugs and Golf-Sticks. All our Pliable goods packed 100 to box. Write for illustrated catalogue.

YOUNG & SMYLIE

BROOKLYN, N.Y.

Established 1845.

J.Y. GRIFFIN & CO.

Wholesale
Produce

Griffin Brand Hams, Bacon and Lard.

LARGEST HANDLERS ON PACIFIC COAST
OF CREAMERY AND DAIRY BUTTER,
EGGS AND CHEESE.

CORRESPONDENCE SOLICITED.

121 and 123 Water Street,
P. O. BOX 28.

Vancouver.

Aubin's Patent Refrigerator



The "Grocer's Standard" is the Favorite

This celebrated Refrigerator took Prize and Diploma
at Montreal and Ottawa Exhibitions, 1897. Send
for Catalogue and Price List.

C. P. FABIEN 3167-3171 Notre Dame St.
MONTREAL.

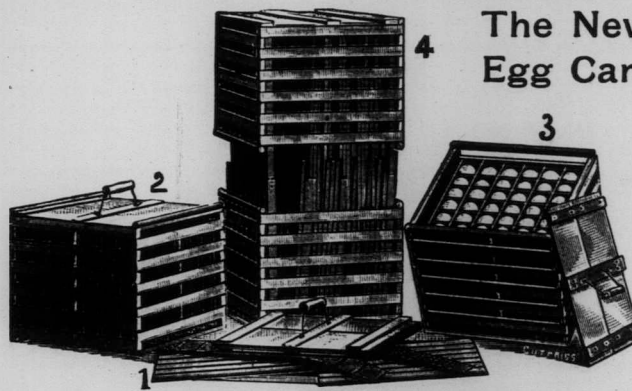


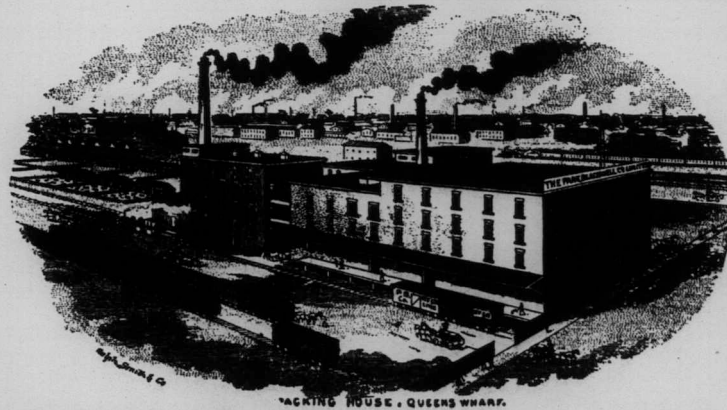
Fig. 1. Folded Flat. Fig. 2. Set up, closed.
Fig. 3. Set up, open. Fig. 4. Shows 1/2-do. crates
packed for shipment.

The Newest and Best
Egg Carrier Out.

The
Humpty-Dumpty

Has no equal for Farmers' use.
Light and durable.
Breakages and miscouints out of
the question.
Handy for carrying anything
with fillers removed.

Made exclusively by
The . . .
**Dowswell Manufacturing
Co., Limited,**
HAMILTON, CANADA.



PACKING HOUSE, QUEENS WHARF.

THE PARK, BLACKWELL CO., LIMITED,

Pork and Beef
Packers,

TORONTO

Mild Cured Hams
Boneless B. Bacon
Roll Bacon
Pure Lard
Plate Beef
Mess Pork
Dairy Butter
Cheese, D. Apples

You
will
never
increase
your
business
by
selling
poor
teas.

Every live grocer knows what an important part **TEA** plays in his business; how it is the making or the losing of a customer. Well---don't you think your tea department is worthy of your best attention? Always see that it is well stocked with

CEYLONS

--- AND ---

INDIANS.

They're the ones that make friends everywhere. No guesswork. Every order means a repeat, because they are the purest, cleanest, most all round healthy teas in existence.

They're so good they couldn't be better.

NEW YORK GINGER ALE

(Quart Bottles—1 Doz. in Case.)

The quickest seller
on the market
during the hot weather.

Your Profit is
50 per cent.

WE ARE THE SOLE AGENTS FOR NEW YORK GINGER ALE
for the Grocery Trade of Ontario.

As far east as Belleville and as far north as Sundridge, five case lots are delivered
at 80 cents per doz., beyond these points 90 cents per doz.

MANUFACTURED ONLY from the purest ingredients, on strictly scientific
principles—the quality is unexcelled.

THIS IS ONE OF THE LINES THAT THE RETAIL GROCER CAN
MAKE MONEY BY SELLING. Some retailers commenced with 5-case lots and
are now selling 25 cases per month.

W. H. GILLARD & CO., Sole Agents, HAMILTON

Essence of Coffee

You want
the best.

Order



Rose & Laflamme

Agents MONTREAL.



Batty & Co.

ESTABLISHED 1824.

LONDON.



OLIVES
AND
PURE
OLIVE
OILS.



INDIAN
CURRIES
AND
CHUTNIES.

Makers of High-class

PICKLES
OF
ALL KINDS.



SAUCES
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ALL KINDS.

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STOREKEEPER

VOL. XIII.

TORONTO AND MONTREAL, APRIL 28, 1899.

NO. 17

A RETAILER WHO DOES A CASH BUSINESS.

By William Nimmo, Ravenswood, Ont.

I am pleased to see from the last issue of your journal, that there is such a lively interest being taken in the cash system of doing business. I have been in business here, in Ravenswood, for over twenty-seven years, and have had an experience that may be of some use to my fellow-merchants, and, as I am a believer in

HELPING ONE ANOTHER.

I will give you my views on the subject, hoping they may be the means of assisting a few of those who are undecided what course to pursue.

I am one of your old subscribers, and I have been a very careful reader, from week to week, during that long period.

About six years ago, THE CANADIAN GROCER printed a series of articles on the cash system of doing business, and these articles made me pause and consider whether I was

MAKING ANYTHING.

out of credit accounts. After a careful examination, I found out that my cash sales were paying me a profit, and that my credit sales were very unprofitable, as I had to wait till my customers were ready to pay their accounts.

For instance, after they paid their notes on the binder, their interest on mortgages, and their notes on ploughs, etc., in a great many cases it would be from 12 to 18 months before their store bill would be paid, and very often I would have to take butter at from 2 to 3c. more than I could get for it when sold. I did business on these lines for 22 years.

Five years ago, I advertised that on and after a certain date I would sell for

CASH AND EGGS ONLY,

and on that date I closed my books never to

open them again. Since that time I have given no credit whatever, and never will. The cash system has given me so great satisfaction that I would not take any man's cheque for \$1,000 and again go back to the credit system for five years. My only regret is that I did not adopt the cash system 20 years ago. It must be borne in mind that no man can do

A CASH BUSINESS AT CREDIT PRICES

I reduced my prices to the smallest possible margin, and let the people know my terms through our local paper. I enclose my advertisement for the current week. You can use it in whatever way you so desire. Any merchant looking over my advertisement will see at a glance that it would be impossible to give a year's time and run the risk of losses at these prices.

It is admitted by all merchants that the man who can pay his bills in 10 days and save his discounts has

THE INSIDE TRACK

when buying, and, if there are any "sugar-plums" to be had in the wholesale houses, he is sure of the lion's share.

Now, how is it possible for a merchant to save his discounts who carries a stock of, say \$5,000 on a capital of from \$3,000 to \$5,000, and bear the burden of 200 or 300 accounts that run open from six to 18 months? It cannot be done, and, if it can, I would like to know how. There is only one way that I know of, and that is:

SELL FOR CASH ONLY,

reduce stock to capital, and then there is clear sailing. I have tried it, and have succeeded. You can do so if you have determination. You may lose a few customers, but you will be sure to receive

others to take their places. Why should we be the bankers and commission merchants of the farmers? In nine cases out of ten, they are in a better position to borrow money for their current expenses than the merchant is, and, when they have produce to sell, let them go with it to a produce dealer, and if we sell them goods at a reasonable profit they have no right to expect more favors from us than anyone else.

When I was doing

A CREDIT BUSINESS

I bought a dressed hog from one of my customers, who had a fifteen months' old account on my books. I told him that I would give him credit for the amount on his account. What do you think he said? "On no, I want the cash, pork is cash!" and I had to pay him the cash. And pray, can you tell me anything that the farmer has to sell for which he does not demand cash or its equivalent? This may appear an extreme case, but, I will venture the statement that there is not a merchant in Canada to-day, doing a country trade, who has not had a similar experience.

The farmer sells his grain, hay, straw, cattle, sheep, fowl, eggs, butter, cheese, potatoes, etc., etc., and what does he receive in payment? Cash. The only exception that I know of is when he is selling his farm, stock and implements, then

HE DEMANDS A JOINT NOTE.

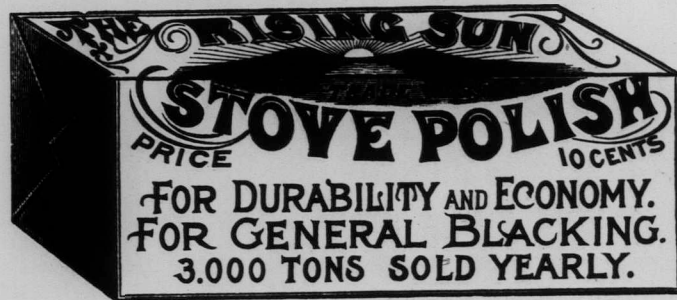
from his own brethren (and I don't know a farmer that is not willing to sign these notes), and they must be satisfactory or the sale is off. He can then sleep in peace whilst Mr. Storekeeper does the worrying.

Merchants of Canada,

GET DOWN TO THE CASH SYSTEM, then you will have pleasure in your calling, and not till then.

I have just touched the border of what can be said in favor of the cash system, and

THE RISING SUN STOVE POLISH AND THE SUN PASTE STOVE POLISH



MORSE BROS., Proprietors, Canton, Mass.

For sale by all Wholesale Grocers; also the McClary Mfg. Co., London, Montreal, Winnipeg, Vancouver and Toronto.

I can assure you it will be interesting indeed to hear from others who are doing a strictly cash business like myself.

THE ADVERTISEMENT.

The following is as nearly as possible a facsimile, in reduced form, of Mr. Nimmo's advertisement, referred to in the above article.

ESTABLISHED 1872.

Nimmo's Cash Store, Ravenswood

20 lb. Redpath's Granulated Sugar.....	\$1 00
22 lb. Bright Yellow Sugar.....	1 00
12 Cakes Castile Soap.....	25
2 Bars Judd Soap.....	5
6 lb. Coronet Soap.....	25
1 Sailor Boy Soap.....	5
6 lb. Rice.....	25
6 " Tapioca.....	25
3 " Baking Soda.....	10
1½ " Jar Baking Powder.....	23
1 Tumbler Baking Powder.....	9
1 lb. Pure Pepper.....	17
1 " Mixed Tea.....	19
1 " Japan Tea.....	23
1 " Japan Tea.....	30
1 " Best Orange Peel.....	18
1 " Best Lemon Peel.....	18
1 " Icing Sugar.....	7
1 " Silver Gloss Starch.....	9
1 " Celluloid Starch.....	11
1 Box Eddy Matches.....	9
6 Doz. Clothes Pins.....	5
1 Doz. Safety Pins.....	5
4 Papers Pins.....	5
2 Cans Salmon, Red.....	25
1 Paper Shoe Protectors.....	10
6 Inch Flat Files.....	9
7 " ".....	10
8 " ".....	13
9 " ".....	17
10 " ".....	19
1 lb. Gunpowder.....	40
1 lb. Gun Shot.....	7
1 Box Gun Caps.....	9
1 Lantern Globe.....	7
1 Lantern Globe, Cold Blast.....	7
1 lb. Borax.....	10
1 Pair Men's Rubbers.....	59
1 Pair Lady's Rubbers.....	38
1 Tin Pail, 10 quarts.....	13
1 Tin Pail, 14 quarts.....	17
1 Boy's Sweater.....	50
Cotton Shirting from 5c. to.....	12
Table Linen from 19c. to.....	34
Cottonade from 13c. to.....	23
Brooms from 10c. to.....	25
4,000 Cedar Posts, each.....	6

Also everything to be found in a well regulated general store, and all sold at a moderate profit.

WM. NIMMO,
Ravenswood.

THE BEST.

WE all believe in the "best," and everybody wants the "best" for his money. It is the proud boast of the American consumer that the best is none too good for him, says Merchants' Review.

Consequently, grocers and other caterers for the wants of the inner man invariably keep the best goods. We know they do, because they admit the soft impeachment themselves.

The word "best," however, has a very elastic meaning. The writer's "best" and the "best" of some of the grocers whom he has dealt with, are two different things. When a grocer offers 25-cent coffee or 50-cent tea as the "best," as so many of them daily do, it is as plain as a pikestaff that "best" has a very wide meaning.

No delusion perhaps is so common as that of the average grocer, that his best tea is "the best," except the cigarman's delusion that each of his brands is "the best."

There was a cigar manufacturer who owned a number of brands of five-cent cigars and who advertised one as the best on earth, another as the best in the world, and another as the best to be found anywhere, and so on. They were all "the best" to him—that was his delusion—but strange to say, nobody else thought so.

There are just about as many "best" kinds of tea in this city as there are grocers, and about as many "best" brands of cigars as there are cigar-stores, and we offer the circumstances as a proof of elasticity of the term "the best" and of the crying need of some standard for the guidance of tradesmen, if not for consumers also.

The stores that have in stock the consumer's "best" are the stores that thrive; those that keep only the average retailer's "best" never reach a high stage of prosperity, which serves to show that the term sometimes has talismanic properties.

We recommend our friends to look into

this matter of importance of the word "best." Perhaps, when their attention is once drawn to it they will discover the cause of some unexplained falling off in sales and profits.

TRADING STAMP STORE CLOSED.

THE retail grocers of Chatham have formed an association, with J. A. Wilson as president, and J. W. Dyer as secretary-treasurer. The grocers decided to do away with all cash premiums on May 1. Persons having cards will be allowed the amount of the cards up to the time the grocers quit the premium business. The following will be printed on cards and placed in all the grocery stores in the city, says The Planet, of Saturday:

"The grocers of the city of Chatham have unanimously decided and agreed on and after May 1, 1899, to discontinue giving trading stamps, coupons, furniture, cash rebates or any articles of merchandise."

An interesting sequel to the above is the following from The Planet of April 17:

"The many friends of F. J. Reid, of the Trading Stamp Company, will regret to hear that owing to an unfortunate combination of circumstances he was forced to close his establishment on Saturday evening. Had Mr. Reid done this a couple of years ago he might have saved for himself some \$500 or \$600, but in an effort to protect as far as possible the interests of his patrons he held out as long as possible. The action taken by the grocers in discontinuing the use of the stamps has been mooted for some time. The result has been that the demand for stamps has fallen off, while those who held them have in many cases combined together to make up the necessary \$100 and claim their premiums. This, of course, soon brought things to a climax, and when everything was gone on Saturday Mr. Reid was forced to shut down."

April 28, 1899.

The stories which are being circulated that so and so coffees are the same as our **L. S. & B., No. 1** blend and our **Empire** are false and without foundation. We solicit a continuance of your favours.

Respectfully yours,

Exquisite Cafe de Paris }
Is sold only in 1-lb. Fancy Tins.

LUCAS, STEELE & BRISTOL
 Hamilton.

SNAPS -- SNAPS -- SNAPS

Trenor's Eagle Brand Fine Off-Stalk Valencia Raisins.

Arguimbau's Brand Fine Off-Stalk Valencia Raisins.

Mayan's Brand Fine Off-Stalk Valencia Raisins.

Ostrich Brand Bosnia Prunes, "J."

Ostrich Brand Bosina Prunes, "G."

All scarce goods and will be more so later on. BUY NOW, we are selling cheap.

JAMES TURNER & CO.,

Importers and Wholesale Grocers

... HAMILTON

Freshness is necessary---in Milk.

"REINDEER BRAND"

CONDENSED MILK

is manufactured from rich new milk, fresh every day.

WRITE
US
FOR

Crown Blend Package Tea. Crown Brand Baking Powder.

NOTE THE FOLLOWING CHANGES IN PRICE OF STARCH:

Canada Laundry, 4¼. Gloss Starch, 1-lb. pkgs., 4¾. Prepared Corn, 4¼.

THOS. KINNEAR & CO.

Wholesale Grocers,
49 FRONT ST. EAST
TORONTO.

TRADE CHAT.

A HANDSOME, two-storey brick block is being commenced on Portage avenue, next to the grocery store of Weldon & Co. It is said that J. Y. Griffin will occupy the new premises, on their completion, with a retail butcher business.—Free Press, Winnipeg.

Seeding has begun in the Calgary district.

A creamery will be opened in Strathroy, Ont., next week.

The Nova Scotia maple syrup crop is reported to be light.

There is an agitation for a canning factory at Niagara Falls, Ont.

There is an agitation for a pork-packing factory at Strathroy, Ont.

The Moose Jaw, N.W.T., creamery commences operations this week.

An addition 50 x 60 feet is to be added to the Doerr Biscuit Factory, Berlin.

The Lucknow, Ont., apple evaporator was destroyed by fire the other night.

Over 80,000 bushels of tomatoes have been contracted for in Essex County, Ont., this season.

The Kent Canning Co., Chatham, Ont., intends erecting a canning factory in Sand-

wich, Ont. The building, with the modern machinery to be installed, will cost about \$10,000. Between 75 and 100 hands will be employed.

Efforts are being made in Chatham to establish a pork-packing establishment on a cooperative basis.

The Maritime Pure Food Co., Limited, Woodstock, N.B., declared a dividend of 5 per cent. at its annual meeting the other day.

Payne & Libenow intend erecting a condensed-milk factory in New Westminster, B.C. It will have a capacity of 4,800 tins per day.

John A. Grant, grocer, Cornwall, Ont., has been engaged as accountant for The Cornwall Manufacturing Co. He will continue his grocery.

James Hunter, grocer, etc., Wiarnton and Barrow Bay, Ont., has been succeeded in Wiarnton by Tyson & Tyson. He will continue his Barrow Bay business and will handle grain in Wiarnton.

The number of cattle being shipped from Calgary this spring exceeds that of any former year. The winter has been a very severe one on stock. There has not been a large percentage of loss, but animals have been left in very poor condition.

WHAT SHE WAS WAITING FOR.

A certain Liverpool firm are at present giving away as a bonus half a pound packet of their celebrated tea on a purchase of 10s.

One Saturday evening one of their assistants was suddenly taken ill, and was removed home in a cab. On inquiring the reason of this sudden collapse, it was stated that a lady walked into the store and asked for 10s. worth of stamps. It took all there were in the store, but the assistant wished to please the lady. She took the stamps, handed over the 10s., thanked the assistant, and waited.

"Is there something else, madam?" queried the assistant.

"Oh, no," replied the lady. "That is, nothing I wish to buy." And still she waited.

"You gave me the correct amount for the stamps, did you not, madam?" asked the assistant.

"Yes," replied the lady.

"Are you sure there is nothing else you wanted?"

"Well, I noticed you were giving half a pound of tea on a purchase of 10s., and I am waiting for my tea."

The assistant is slowly recovering.—Answers.



MERIT WELL EARNED.

Rome was not built in a day—nor was Imperial Cheese brought to its present state of perfection in a day, or even a year. It is only years of experience and study of cheese-making, combined with a rigid enforcement of purity and cleanliness, that can produce anything to equal **IMPERIAL** Cheese.

A. F. MacLAREN & CO., - Toronto, Canada.

RICE

JAPAN
JAVA
PATNA
STANDARD "B"

QUALITIES
AND
PRICES
RIGHT.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers

TORONTO

HINTS TO BUYERS.

THE DAWSON COMMISSION CO., Limited, expect a car of Messina and Palermo lemons, in boxes and half-boxes, in a few days.

"Excelsior" 1-lb. figs are being offered by The Davidson & Hay, Limited.

"Exquisite Cafe de Paris" in fancy tins is for sale by Lucas, Steele & Bristol.

T. Kinnear & Co. are in receipt of a shipment of Martin Wagner's canned pineapple.

The Davidson & Hay, Limited, offer red kidney beans, 2-lb. tins, at close figures.

Warren Bros. & Co. have received into stock a shipment of Hecker's flaked tapioca.

The Davidson & Hay, Limited, quote close figures on tomato catsup in 2-lb. tins.

Buyers can still secure some good Indian and Ceylon teas from Lucas, Steele & Bristol at 16c.

A consignment of Dixon's "Carburet of Iron" stove polish just to hand with W. H. Gillard & Co.

"Anchor" salmon—the firm's own brand—is selling largely with The Eby, Blain Co., Limited.

The Davidson & Hay, Limited, have to hand, this week, direct shipments of imported Japan and Patna rice. These are

among the handsomest samples of these rices that have been offered on this market for many months.

"Garofalo" and "Mezzani" macaroni and "Codou" vermicelli are in store with The Eby, Blain Co., Limited.

T. B. Escott & Co. have just received a carload of whiting, which they are offering at low figures in round lots.

A car of Williams Bros. & Charbonneau's pickles, sauces and condiments is arriving for The Eby, Blain Co., Limited.

Household ammonia, standard strength, in full size and 10-ounce bottles, is in stock with The Davidson & Hay, Limited.

Postum cereal food coffee and grape nut food, for which The Eby, Blain Co., Limited, are selling agents, are in stock with that firm.

T. Upton & Co., manufacturers of jams and jellies, Hamilton, are working overtime to fill the large orders which they are daily receiving.

T. B. Escott & Co. are soliciting import orders for "Myrtle" brand Japan teas, value of which, they say, will be exceptionally good.

W. P. Downey reports good sales for Hire's root beer. Their free offer of two

dozen carbonated root beer is having the desired effect.

A consignment of Morton's pineapple just to hand with T. B. Escott & Co.; also, Morton's fresh herring, kippered herring, and tomato herring.

A. F. MacLaren & Co. have a nice lot of 300 boxes of September colored cheese, which they are putting out. The cheese is nice fat-cutting goods.

"Aurora" Ceylon tea, in 1-lb. and ½-lb. packages, the new line put on the Canadian market by W. H. Gillard & Co., is meeting with success among the retail trade.

W. H. Gillard & Co., who are sole agents for the grocery trade of Ontario for "New York" ginger ale and summer beverages, report a very active demand for these drinks.

T. B. Escott & Co. have just received two carloads of lard, which they are offering to the trade at low prices, and, in view of the higher outlook, purchasers would do well to buy now.

Michael Dwyer, merchant; Michael Dwyer, Jr., John Harrington Dwyer, Robert F. Merlin, Joseph L. Hetherington, Alexander E. Lawlor, James William Berry and Alfred A. Haliburton, clerks, have been incorporated under the style of John Tobin & Co., Limited, tea merchants, etc., Halifax, with a capital of \$15,000.



IT IS FOOLISH

to expect people to buy imported marmalade when they can get so pure and delicious an article as **Upton's Marmalade**, a Canadian product, at a much lower price.

In 1-lb. Glass Jars, \$1.00 per doz.
In 7-lb. Wood Pails, 7½c. per lb.

Write for Sample Jar to

HENRY WRIGHT & CO., Canadian Agents, TORONTO

COCOA PLANTING IN SAMOA.

ACCORDING to a British Foreign Office report (quoted in The Board of Trade Journal for January, 1899), it appears that a potential commercial future has at length arisen for the Samoan group, after years of depression, owing to the fall in the price of copra and the apparent unsuitability of the climate for other cultivations, such as rice, sugar, tea or cotton.

Small capitalists (\$2,500 to \$10,000) going to Samoa and purchasing or leasing land for the purpose of cocoa planting would stand a good chance of making a fair income after the first three or four years, provided they possess a practical knowledge of tropical planting or will take advice from those in Samoa who have experience in the matter. The number of small plantations is rapidly increasing, and it is estimated that 75 acres are now planted with cocoa trees. The tree is robust and hardy, growing luxuriantly in Samoa and yielding abundant crops after trifling cultivation. The quality is considered good, the price varying, according to reports from Hamburg, San Francisco and Sydney, between \$290 and \$390 per ton. A small plantation of six acres holds about 1,200 trees, and these in the third year produce some 140,000 pods; and it is apparent that, even with the liberal allowance of 15 pods to the pound of marketable bean, each tree would produce from 6 to 8 lb. of prepared cacao bean per annum. The trees are in full yield after the fifth year, and there is apparently no age limit to their bearing.

The cost of land near Apia, continues the British consul, is from \$7 to \$14 per acre if purchased from the whites, and from \$1 to \$2 per acre if leased from the natives on a 20 or 40 years' lease. The soil is rocky and volcanic. Although labor in large masses is practically unobtainable and the native Samoan is by no means energetic, sufficient floating labor for small plantations is to be had. The price is from \$6 to \$8 per month for a laborer, his food costing about \$4 per month. One man ought to look after six acres of well-grown cocoa in the dry season, but two are required during the wet season, from December to May.

PERSONAL MENTION.

D. Gillmor, of the firm of Chase & Sanborn, Montreal, was in Toronto last week.

W. F. Hagarth, general merchant, Canfield, Ont., was in Toronto on business this week.

Mr. Robert Greig, Montreal, who is now carrying on a general commission business, was in Toronto three or four days last week on business, particularly with a view to

pushing such lines as Hire's root beer and Pratt's foods. He did well. Mr. Greig is this week calling on the trade in Western Ontario.

Mr. W. H. Gillard, of W. H. Gillard & Co., Hamilton, was in Toronto on Friday. He reported trade good in the "Ambitious City."

Mr. Fred. Dixon, of The Dixon Cold Storage Co., has been appointed official weigher and gauger by the Toronto Board of Trade.

GOOD MANNERS.

President Quincy was once riding to Cambridge in a crowded omnibus, when a colored woman entered. The president of Harvard University rose and gave her his seat, although at that time negroes were considered "only property." The author heard Fred Douglass say that he was ejected from a street car in Boston on account of his color.

Garrison was as polite to the furious mob that tore his clothes from his back and dragged him through the streets as he could have been to a king. He was one of the sincerest souls that ever lived.

Christ was courteous, even to His persecutors, and in terrible agony on the cross He cried: "Father, forgive them, for they know not what they do!"

The speech of Paul before Agrippa is a model of dignified courtesy, as well as of persuasive eloquence.

The finest type of the coming man will be a Christian gentleman.

Ross Winans, of Baltimore, owed his great success and fortune largely to his courtesy to two foreign strangers. Although his was but a fourth-rate factory, his great politeness in explaining the minutest details to his visitors was in such marked contrast with the limited attention they had received in large establishments that it won their esteem. The strangers were Russians, sent by the Czar, who soon invited Mr. Winans to establish locomotive works in Russia. He did so, and soon his profits resulting from his politeness were more than \$100,000 a year. Courtesy pays.

Not long since a lady met the late President Humphrey, of Amherst College, and she was so much pleased with his politeness that she gave a generous donation to the college.

Some men almost work their hands off, and deny themselves of the common comforts of life in their earnest efforts to succeed, and yet render success impossible by their cross-grained ungentlemanliness. They repel patronage, and business goes to others

who are really less deserving, but more companionable.—Pushing to the Front.

AN OLD MEAT BISCUIT.

Prof. Lindley 30 years ago delivered a lecture before the Society of Arts, Crystal Palace, London, England, on an army meat biscuit, which was highly commended by Col. Sumner, of the United States Dragoons, says an exchange. It was the creation of Gail Borden, of Texas. Four ounces of it were enough for a meal. Of it the lecturer, in substance, said:

"Ten pounds of it will last a man a month. The meat biscuit was subjected to a test by Dr. Playfair, and was found to contain 32 per cent. of flesh-forming principles. It was the essence of boiled meat mixed with fine flour, and, as the starch was unchanged, Dr. Playfair stated there could have been no putrescence in the meat employed in the preparation:

"The essence in five pounds of beef is said to be contained in one pound of the biscuit. The discovery is opportune, as there is no suitable method of preserving meats in the English colonies and many other places in times of drought, when it could not be disposed of when fresh."

CANNED PEAS TO BE CHEAPER.

It is said that packers of peas will experiment with a new plan this season, which will reduce the expense of canning considerably if it proves successful. For years it has been thought necessary to sift the peas to be canned before cooking, because it was thought they would not cook evenly if different sizes were mixed. It is said that all the trouble and expense of sifting is to be done away with this season, and that all sizes are to be put in the cans together. Reports so far received concerning the experiments show that the new method has been successful.—American Packer, Baltimore.

LUMSDEN BROS. MOVING.

It is only a year since Lumsden Bros., wholesale grocers, Hamilton, started a branch of their business at No. 45 Colborne street, but they have already found it necessary to secure more commodious premises, and are this week moving to No. 9 Front street east, the warehouse formerly occupied by Smith & Keighley.

A BUSY MINCE MEAT MAN.

Mr. J. H. Wethey, the mince meat manufacturer, St. Catharines, was in Toronto on Thursday. "Business," he said, "is excellent. We are turning out a great deal more goods than we did a year ago."

Olive Oil

**Crosse & Blackwell
Pure Lucca.**

Quarts, Pints, Half Pints.

**Nagely & Pasero
Marseilles.**

Reputed Quarts, Pints.

FINEST GOODS IMPORTED.

Olives

**C. & E. Morton's
Spanish.**

Imperial Pints and Half Pints.

Fantasia "Queen"

Imperial, 27 oz., 16 oz., 10 oz.

**Manzanilla
Excelsior** } 8 oz.

THE **EBY, BLAIN CO.** LIMITED

WHOLESALE GROCERS, MANUFACTURERS
IMPORTERS OF TEAS.

...TORONTO

CANNED GOODS IN THE UNITED STATES.

SPRING is now advancing rapidly in all the Atlantic States and reports increased arrivals of sub-tropical fruits and truckage. Pineapples from the West Indies are beginning to appear in large numbers and of excellent quality. Fresh green peas in the pod are becoming the usual luxury to those whose penchant is in favor of such goods in preference to the canned article, and the warmth of the sun seems to be hastening the warm summer temperature in a steady way. The amount of tomatoes arriving from the truck farms is very small, and will not suffice in any way to account for the dullness of the market and the lack of demand for these goods in tin.

We will, therefore, have to look to some other cause for this prevailing condition, because in the last two weeks tomatoes have not held as firm a tone as characterized them previously. We think, however, the situation can be explained. Despite a certain similarity in general superficial appearances, the market is in an exactly opposite condition to what it was one year ago. As we have before noted, the control of the tomato supply in 1898 was almost entirely in the hands of the jobbers, who had gotten possession of the goods in the

early months of the year, and whose interests it was to keep the prices high, because there was not only a strong demand from the United States Government for large blocks of these goods, but the effect of this Governmental demand was to make the balance of the holdings proportionately more valuable even in the open market for consumption.

This year, whilst it is true that the jobbers virtually control the market through the contracts for future goods, their holdings of spot goods is still comparatively small in respect to what they held a year ago. The United States Government is not in the market for goods this year as they were last, and the position of the jobbers, therefore, resolves itself into the fact that every drop in the price of tomatoes is to their interests, as forming a market among the sellers of future goods, the price of which the latter will have to make good if figures go below contract rates. Under such conditions, the packer no longer has the jobber as an assistant to report the market, all holders of future contracts for goods to be delivered become natural bears in the market, and the packer has no hope but in an overruling Providence and the chief of the weather bureau.

There is evidence throughout the whole

market that, with this weakness of tomatoes, corn has shown a decided strengthening and advance. * * * It is also probably well understood that the tomato pack of this year will be much more largely increased than the corn pack. The operations of the syndicate at work to form a combination or trust of the New York State packers are also credited with a purpose to control the output of canned corn, and this naturally acts in a strengthening manner on the market for that article, as indicating that the supply will not be allowed to go beyond the requirements. It is also true that there is no article in the list of canned goods in which the line of competition promises to be so hot as in that of tomatoes, and, if there are sacrifices to be made, the supposition is that they will be made in this article.—The Trade.

COFFEE IN CANADA.

We alluded recently to the practical absence of demand for coffee in Canada. This week's mail has brought us papers in which an advertisement attributes the fact that "the consumption of coffee in Canada is not what it should be" to the fact that "the public is imposed upon by inferior coffee and compounds." The United Coffee Growers Company may find Canada a useful market.—Planting Opinion, Madras.

LUDELLA

Ceylon Tea

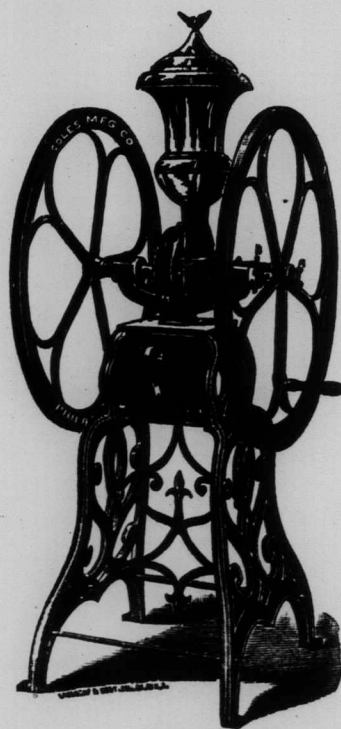
Will increase
your **PATRONS.**

Will increase
your **SALES.**

Will increase
your **PROFITS.**

Lead Packages: Retails 25, 30, 40, 50 and 60c.

H. P. ECKARDT & CO., TORONTO.



Notice.

Having introduced ourselves, we now wish to make a few claims.

Your first consideration naturally is—to buy the best mill at the lowest price.

We Claim to have the easiest and quickest Grinders.

We Further Claim to have the most effective and accurate Adjustment.

We Again Claim that our Grinders will give you the longest service.

And for all this you pay nothing extra, even though we have patents on our mill.

No. 18
Agents { **TODHUNTER, MITCHELL & CO., Toronto.**
DEARBORN & CO., St. John, N. B.
FORBES BROS., Montreal.

Coles Manufacturing Co.
PHILADELPHIA, PENN'A.

Safe Soap

Wool Soap is safe soap, safe for your skin, safe for baby's skin, safe for woolens. It's chemically pure and white.

**Swift & Co., Makers,
Chicago.**

Canadian Representatives:

W. T. Strong & Co., London. Thos. H. Goldring, Toronto.
W. J. Cairns, Ottawa. A. E. Richards & Co., Hamilton.



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WHEN WRITING ADVERTISERS
PLEASE MENTION THAT YOU SAW
THEIR ADVERTISEMENT IN THIS PAPER

OBNOXIOUS RULES ABOLISHED.

SHORTLY after acquiring Porto Rico, the United States, it will be remembered, applied to the coasting trade, between the new territory and the United States, the regulations in force between port and port in the latter country. In other words, vessels flying a foreign flag were prohibited from engaging in the carrying trade between Porto Rico and the United States.

As the United States was, at that time, contending so vehemently for the "open door" in China, their action was considered inconsistent.

To the Dominion, the regulations were particularly displeasing. The vessels engaged in carrying produce from the Maritime Provinces to Porto Rico had been accustomed to take on a cargo at the latter place for points in the United States, thus insuring a cargo for at least part of the way home. This, they were, of course, prevented from doing when the new regulations went into force.

They could, of course, carry a cargo to Porto Rico and take on another one for a

Canadian port; but the limited nature of the Canadian market, compared with that of the United States, obviously made it more difficult to get a cargo. The experience during the few months the regulations have been in force has proved this. Canadian vessels, rather than return light, have taken freight at almost any rate.

The exclusive character of the regulations has, however, proved inimical to the interests of the business men of the United States, as well as irritating to the foreign vesselowners who had hitherto shared in the trade. The trouble was a scarcity of United States vessels, which was affecting the trade between the United States and Porto Rico.

This stirred up the business men in the United States, and they accordingly represented to the War and Treasury Departments that a relaxation of the regulations was necessary if the trade of the Island was not to be stifled.

How successful they were in their representations may be gathered from the fact that, at a meeting of the McKinley Cabinet on Saturday last, it was decided to abolish the regulations at once.

This will be good news to Canadian vesselmen as well as to the United States business men engaged in the Porto Rican trade.

The policy of exclusion is not the policy of business.

FRUIT CROP PROSPECTS.

The cold weather of March and early April so retarded the growth of buds on fruit trees in the Niagara and Essex districts that there has been little premature development, and, consequently, there has not been much loss from frost-bitten buds. A big crop of all fruit is expected. The severity of the winter, however, in Essex County, has resulted in a loss of fully 10 per cent. of the peach trees, which were killed outright by the frost.

NEW CROP RICE.

Wholesale dealers have been promised first shipments of new crop domestic-milled rice next week. Quite a few orders have already been booked by the different wholesalers, so retailers may also expect their supplies in a few days.

THE NEW CHEESE SEASON.

THE new season for cheesemaking will soon be in full swing, the factories in the different sections having commenced operations, while contracts have already been made in some cases for the April output.

In the Belleville section, for instance, where the early make will be greater than last year, producers have already sold their April output ahead at prices ranging from 9½ to 10c. per lb. Around Brockville, a few April contracts have been made within the same range; but, from present indications, the only section where this early make will exceed that of last year is around Belleville. In the other districts it will be about the average, and a conservative average estimate place the entire April output in Canada at 10,000 boxes.

Last year at this time early purchases of cheese were being made at 7½ to 8c., so that the average opening price this spring is 2c. per lb. above last year.

The position certainly warrants the difference in the price. Taking the entire exports from North America to Great Britain from the first of last May to date, there is a shortage of almost half a million boxes. At this time last year there was also a larger quantity of old cheese unconsumed in Great Britain, so that the statistical position all round favors higher prices.

The new make cannot be considered a very serious factor in the supply until the second week in May, and by that time the stocks of old cheese in Great Britain will be still further reduced. It is natural, therefore, that producers should ask and be conceded better prices now than at this time last year. At the same time, they will be unwise if they allow the stronger position of affairs to tempt them into holding back their output of early cheese in the hope of forcing buyers into conceding extreme prices.

It is not necessary to dwell at length here upon the peculiar properties of these early cheese. Everyone knows that their keeping qualities do not compare with cheese made later in the season. If they are held back, therefore, they come in competition with a better class of goods, and the market as a whole suffers.

WILL THE PRICE OF CANNED GOODS BE FIXED?

ANOTHER attempt is being made to fix the price of canned goods. THE CANADIAN GROCER cannot yet state with certainty what the details of the scheme are, but, from what can be gathered, there are some who favor the fixing of a limited price at which the retailer shall sell the different brands, the price of each to be fixed by a committee, quality to be the standard of value.

It is urged that by doing this, and giving the wholesalers a specified rebate at the end of certain periods, the desideratum of steady prices can be secured.

There are, it is understood, wholesalers as well as canners who favor such a scheme.

It is about five or six years since the last attempt was made to fix the price of canned goods. Then, it will be remembered, the Canadian Packers' Association put into operation a scheme whereby all the canned goods put up by the members of the association were sold through one selling agent, while a selling committee met in Toronto at certain stated periods to determine and regulate the price.

The results were not satisfactory. The price being uniform for all packs, the best known brands were soon sold, while those not so well known remained in their owners' hands, and, ultimately, in spite of the fact that a penalty was attached for infringement of the agreement, the dissatisfied partners to the agreement began to ignore it. After being in nominal operation a year the scheme was discarded.

Judging from the experience of the past, it will be necessary to avoid in the new the pitfalls of the old scheme if it is to attain anything approaching success.

But what is necessary above everything else is confidence in each other by the packers and all others who may be subscribers to any agreement that may arise out of the present movement.

At present, this quality is decidedly wanting among the packers, and it is no wonder. They have subscribed to agreements in the past, and some of them, before the ink was scarcely dry upon the paper, hid themselves away to the sample-rooms of the wholesale houses and courted orders at the old figures. This is not supposition. It is a fact.

Taking it all round, the canned goods industry in Canada is not in as satisfactory a condition as it should be. Taking year in and year out the supply exceeds the demand, and the situation is being further aggravated in this respect by the new factories which are being erected this spring.

But there is only an excess as far as the home market is concerned. Should, however, the limit of the canned goods industry be determined by the capacity of the home market? Emphatically, no!

The possibilities of the canned goods industry in Canada are only limited by the possibilities of the foreign market.

For the production of fruit and vegetables of a superior quality Canada is richly endowed by Nature. But, while Nature has been liberal, we have been slow to take advantage of her gifts.

If our faith in the possibilities of the country and the measure of our energy were only in proportion to the generosity of Nature, there are other industries besides that appertaining to canned goods which would be much more extensive than they are at present.

As far as the canned goods industry is concerned, an agreement which will insure better profits to all without being unjust to any ought not to incur opposition. But what is still more essential are packers zealous for first-class goods and packers with energy that is not trammelled by fear of competitors.

In other words, what is wanted is packers who will lead, not follow.

A preliminary meeting to consider the proposed fixed price on canned goods was held in Hamilton on Wednesday.

THE PRICE OF BROOMS.

Though there has been an advance of \$10 per ton in the price of broom corn in the United States, there is not likely to be any increase in the price of brooms in Canada, as the manufacturers are well stocked up with corn and will likely be able to fill orders, unless an exceptional demand sets in at present figures.

There seems to be no question, however, that the last crop of broom corn has been cornered, the large interest being The Cen-

tral Illinois Broom Corn Association, which recently met at Charleston, Ill., and prices have been inflated in the United States market.

CANNED TOMATOES EASIER.

There has been a further development of the weakness in the canned tomato market noted a couple of weeks ago.

It appears to have been induced by the desire of certain holders to dispose of their surplus stocks, fearing to retain them till later in the season.

During the past week there have been transactions in round lots at 77 1/2 c. per dozen delivered in Toronto, terms net cash 10 days, and one jobber declares he bought a lot at 5c. per dozen less than that price.

With the season to run yet another three months, and that a good consumptive three months, it seems to us that holders who have been in such a hurry to dispose of their goods have been a little premature.

The pack was large last year, but it came, as THE CANADIAN GROCER has time and again pointed out, upon an unusually bare market.

Then, there are two other factors which should not be overlooked: The consumption, so far this season, has been larger than ever before, and the scarcity of green vegetables is most pronounced.

HONEY WANTED FOR ENGLAND.

A commission merchant in Canada has received inquiries from a firm in Great Britain for honey. This firm, it appears, has been hitherto getting its supply from a Chicago house. Its requirements are two tons of honey per month, and the quality must be uniform and the supply regular.

Being a large producer Canada should be a large exporter of honey, but last year the exports in this particular were insignificant. They only aggregated 5,212 lb., valued at \$507. Of this Great Britain took 2,000 lb. and the United States 3,212 lb. In 1897, however, the exports were much larger, being 26,598 lb. valued at \$2,811. Great Britain took 20,804 lb., valued at \$2,274. and the United States 5,722 lb., valued at \$526. The remainder, 72 lb., was exported to Belgium and China.

This year attention is being given to the export trade by those who last year ignored it, and we may therefore look for an increase in the Dominion's foreign trade in honey.

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NINE YEARS OF TEA IMPORTS.

IMPORTS of tea into the Dominion during the fiscal year ending June 30, 1898, were 19,954,565 lb. valued at \$2,721,189.

In quantity, this is the smallest since 1893, when the figures were 18,034,897 lb.

The imports of tea into Canada during the nine years ending June 30, 1898, were as follows :

	Quantity in lb.	Value.
1898	19,954,565	\$2,721,189
1897	24,317,104	3,310,348
1896	22,667,535	3,252,133
1895	20,610,733	3,115,025
1894	20,459,530	3,039,928
1893	18,034,897	2,975,452
1892	22,593,619	3,650,940
1891	18,042,043	2,981,415
1890	18,451,378	3,073,643

The decline in the importation for 1898 cannot be ascribed to a falling off in the consumption of tea. It was undoubtedly due to the heavy purchases which were made during the previous year in expectation of a duty for revenue purposes being placed upon that commodity. Heavy stocks was the natural concomitant, which, in turn, caused a decline in importations. Consumptive requirements are limited, and, when one year the market is over-supplied, it is only to be expected that the next will be characterized by more cautious buying.

Notwithstanding the decline, however, the average for the past two years exceeds that of the previous two, the average for 1897-98 being 22,135,834 lb., against 21,639,134 lb. for 1895-96.

The present fiscal year promises to witness another large importation of tea, the quantity brought in during the nine months ending March last being valued at \$2,965,068. The monthly returns from which the figures for the past nine months are gathered do not give the quantities. In value, it will be noticed, the figures exceed those for the 12 months of 1898.

The monthly average for the 12 months of 1898 was \$221,765, and for 1897 it was \$226,425. For the nine months of this year it is \$328,345.

The fact that teas are costing more than in 1898 would in itself help to swell the value of the teas imported, but, when the full returns have been issued, it will doubtless be seen that there is an increase in the

quantity as well as in the value, particularly in view of the smallness of spot stocks in Canada in first and second hands.

It may, perhaps, not be uninteresting to note that the tea imported in 1877, 22 years ago, exceeded in value the imports of tea during any one of the past nine years given in the above table. In regard to quantity, however, the conditions were the very opposite, there only being 13,575,657 lb. imported.

Indirectly these figures show the difference in the price of the tea imported in 1877 and 1898 respectively, the cost being 25.90c. per lb. in the former year and 13.63 in the latter, a decline of over 47 per cent.

Taking the population at 5,000,000 in 1890-91, and at 5,500,000 in 1897-98, the average consumption of tea in Canada per head during the former two-year period was about 3.64 lb. and during the latter 4.02 lb.

TOMATO PULP WANTED IN ENGLAND.

Inquiries have been received in Canada from a house in England for large quantities of tomato pulp.

The pulp must be put up in sealed tins, and must be free from acids or preservatives of any kind.

Any information sent to this office will be forwarded to destination.

This may open up new possibilities for the tomato industry. To what extent can only be ascertained by actual experiment. It is to be hoped that persons will be found sufficiently enterprising to interest themselves in a practical way in the matter.

Mr. J. S. Larke, the Canadian Trade Commissioner in Australia, in his last report to the Department of Trade and Commerce, pointed out that there was a maker of sauce in Australia who wanted tomato pulp, for which he was willing to pay \$50 per ton. "At that figure," says Mr. Larke, "British Columbia ought to be able to supply the article, though the freight might make it impossible to bring it from Ontario."

BRAZIL NUT STATISTICS.

According to current reports, the largest cargo of Brazil nuts ever received at this port is being brought by the Bernard, which

is expected to arrive from primary ports on May 1. She has, all told, we understand, 11,000 bags, about equally divided between large Manaos and medium Para. Conservative estimates of the crop by well-posted people in Para are 113,000 bags, compared with 95,000 bags last year and 83,000 bags in 1897.—N.Y. Journal of Commerce.

DROPS FROM THE EDITOR'S PEN.

Goods that lie on the shelves pinch the profits.

A good "ad.," like a good plaster, draws well.

The average politician is more tricky than the average mule.

A lazy man has a hard time trying to make his bed soft.

He who studies to please his customers does not study in vain.

Merchants, like children who run too fast, are in danger of falling.

There is nothing like loafing to help a man not to have an easy time.

The deadbeat never dies, but he manages to kill the profits of his victims.

Hold fast to the position you have rather than trust to others you know not of.

Courtesy does not cost much, but it is a most valuable adjunct for getting trade.

Pedigree may set a man's tongue going, but it will not put motion into his muscles.

He who has energy is more to be envied than he who has even an illustrious pedigree.

Judging from the way Spring has come upon us it must have stepped upon a spring board.

Economy is a brake which prevents the money a man earns from running away from him.

Politeness loses none of its value because the recipients of it are sometimes unappreciative.

A cigar combination is mooted in the United States. It remains to be seen whether it will go up in smoke.

What Are You Waiting For? Every day's delay means a loss of so much custom. Order a sample case "at once," it will benefit your trade and Bank Account.

"SALADA"

CEYLON TEA

SEALED LEAD PACKETS ONLY—NEVER IN BULK—25c., 30c., 40c., 50c., 60c.

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12-oz., 100 cakes in box.

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HORSE HAIR.

Have you any? We buy it.

GEO. ROSSITER & SONS

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N.B.—20 years in use and everybody well satisfied with the Old Favorite.



All respectable grocers from the Atlantic to the Pacific keep it for sale, because it pays to do so, there being **no old, unsaleable stock in "Horseshoe Salmon."**

Every consumer should use it because it is the **BEST** and every can is warranted good, or money returned; so take no other, and be happy.

This Brand is packed from the finest Fraser River Sockeye Salmon, by

J. H. TODD & SON,
Victoria, B.C.

Who are also packers of the well and favorably known brands of **Beaver, Columbia and Tiger**, all guaranteed good Red fish.

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J. Hunter White, Esq., St. John N.B.
Agent for Eastern Provinces.
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MANUFACTURERS AND
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T. B. ESCOTT & CO., LONDON, ONT.

MARKETS AND MARKET NOTES

GROCERY QUOTATIONS BY WIRE.

Should readers of this journal desire to secure between regular issues, the quotations on any staple line, they will, on application, be furnished by return mail or by telegraph; if by the latter method, at the cost of the person seeking the information.

ONTARIO MARKETS.

TORONTO, April 27, 1899.

GROCERIES.

THE wholesale grocery trade continues, on the whole, in a very satisfactory condition. The demand is fairly good, and most houses are busy getting shipments ready for shipment to the upper lakes. Some good-sized well-assorted lots are being sent out on this account. As far as prices are concerned, probably the most interesting feature is an increased weakness in canned tomatoes. Although the wholesalers' prices have not yet been changed, the views of those who are holding this line of goods have been again modified. There have been sales during the past week to wholesalers at 77½c. net cash 10 days, and some dealers report that they have bought at even a lower figure than this. The local sugar market remains unchanged from last week, with the demand good. Coffees are in good demand and steady as to price. Syrups and molasses are quiet. Teas continue as strong as ever, but there is not a great deal of business being done by the brokers, although the wholesalers appear to be still pretty busy. The currant market is firm, with the local demand fairly good. Valencia raisins are, however, the most interesting feature on the local market, on account of their scarcity and inquiries from outside points. There have been quite a few transactions between wholesalers during the past week in this line. The prune market continues firm, and Californian prunes are advised ¼c. per lb. higher.

CANNED GOODS.

The most interesting feature in connection with the canned goods market this week is undoubtedly the weaker feeling which has developed in canned tomatoes. Although the wholesale price is still 85 to 90c. as a rule, yet, those who are holding tomatoes have developed a more pronounced weakness than was noticed a couple of weeks ago. There have been transactions during the past week at 77½c., and one jobber reports that he has bought at even a

less figure than that. The cause of the weakness is generally attributed to the fact that holders of a few hundred cases more than they probably require have become anxious to find buyers. There is yet about three months of a good consuming period ahead, and it seems to us unwise for holders at this stage of the campaign to become frightened.

Corn has changed hands at 92½c., but the wholesale price remains much as before, viz., 95c. to \$1. In fact, some of the best brands of corn are being held as high as \$1.05. There have been transactions in peas during the past week at 65c. Toronto for round lots. Wholesale figures remain unchanged at from 75c. upward. There is a fairly steady trade in canned vegetables. The season for canned meats is beginning to open up, and, while a number of orders have been booked, only a few shipments have so far been made. A good demand

See pages 29 and 30 for
Toronto, Montreal, St. John,
and Winnipeg prices current.

is still to be noted for canned fruits, and during the past week quite a quantity of peaches at \$1.75 for 2's and \$2.50 to \$2.75 for 3's; plums, at 95c. to \$1.25 for green gages, and 85 to \$1.10 for Lombards; \$1.85 for pitted red cherries, have gone out.

COFFEES.

Advices received this week from London, report that an advance is probable shortly in East Indian coffees, which kinds show extremely good values. Advices state that the Costa Rica and Guatemala coffee crops are only about half of what they were last year. On account of the holiday in Brazil that market has not been receiving much attention, but prices rule steady. The local demand for Rio coffees continues fairly good at unchanged prices.

RICE.

New crop of domestic-milled rice will be delivered to wholesalers next week, and a fair number of orders have been taken on local account. Imported Patna rice continues to advance, and the local price to retailers runs from 5¼c. to as high as 5¾c. for fancy grades.

SUGARS.

Advices from London, England, on Friday last, showed a decline of 3d. in

beet sugar, while cane was quiet, with prices barely maintained. On Saturday, however, the market took a firmer turn again, and the cables announced an advance of 1½d. in beet sugar for April option and 2½d. higher for May. But, on Monday, it again took an easier turn, and quoted beet sugar ¾d. lower. These fluctuations in the market are probably, in part, at least, due to the fact that Mr. Licht's estimates on beet sugar are 6 per cent. over last year for all Europe. Refineries in the United States have been ready buyers at the ruling quotations there, but no supplies were offering at the quoted prices. The price of hard sugars in New York has been well maintained during the week, but soft grades are still being shaded. On the Canadian market no new features have developed during the week. There is a good demand at last week's advance, and the volume of business is, if anything, larger than when we last reviewed this market.

SYRUPS AND MOLASSES.

There is not a great deal doing in either syrups or molasses, although prices rule steady. Advices from New Orleans indicate that deliveries of grocery descriptions of molasses are still light.

TEAS.

Retailers are still reported to be fairly good buyers of tea, but the wholesalers at the moment appear to be laying on their oars. The London market, they will not look at, on account of the high prices ruling there, and spot teas of low and medium grades on the local market are practically exhausted, and any good flavoring teas at about 16½ to 17c. offering are quickly taken up. A tea circular from London under date of April 14, states that the first sale since Easter was held on the previous Monday when a strong demand prevailed for all descriptions, teas under 9d. being again slightly dearer. The Ceylon market opened on the previous Tuesday with a somewhat heavy auction. Teas below 9d. were not in very strong demand, however, occasionally selling at slightly dearer rates. Medium and better teas were irregular and weaker. The official telegram gave exports to the United Kingdom from Ceylon during March as 8,500,000 against 9,500,000 a year ago, making the total from January 1 to March 31, 23,000,000 lb., against 24,250,000 lb., the same time last year. Japan and green teas have been a trifle easier during the past week, owing to some holders being more

A pure hard Soap

SURPRISE SOAP

MAKES CHILD'S PLAY OF WASH DAY

disposed to do business. This applies particularly to the higher grades of Japan teas. China black teas are a trifle higher.

FOREIGN DRIED FRUITS.

CURRENTS — According to latest advices from the primary market the price of currants continues to rule steady. Locally brokers report business for this time of the year fair, and wholesalers find the demand keeping up well.

VALENCIA RAISINS—The Valencia raisin market is by far the most interesting feature of the foreign dried fruit market. Stocks are exhausted in Denia, and they are very light in England and in the United States. In Toronto, during the past week, there have been quite a few inquiries from outside points, and quite a few transactions have taken place in spot stocks, which has given the market a firmer tone. It will be remembered that during the past season a good many wholesalers sold large quantities of Valencia raisins at below cost. The transactions referred to were in fine off-stalk and selected, chiefly in the latter. It is asserted that selected raisins could not be laid down here now under 6c. per lb. There is some difference in quotations among local wholesalers, probably on account of the different grades handled. The range in prices is, however, as follows: Off-stalk, 4 to 4½c.; fine off-stalk, 4½ to 5c.; selected, 5½ to 6c.; layers, 6 to 6½c.

PRUNES—Price of Bosnia prunes is again quoted a little higher in the primary market, and brokers here have been advised of a further advance of ¼c. per lb. in Californian prunes.

GREEN FRUITS.

A brisk spring trade is being done. The low price of lemons is causing a big de-

mand for them. The quality of those offering is fair, but better ones are expected shortly. Bananas are moving in large quantities at 25c. lower figures than last noted. The shortness of Valencias and navels is causing a big demand for Mediterranean sweets, which have advanced 25c. Sweet potatoes are moving steadily at unchanged figures. Pineapples are in fair supply, but the demand exceeds it. Strawberries are now coming in from the South in fair quantities. They are quoted at 17c. for pints and 35c. for quarts. The demand for Bermuda and Egyptian onions continues brisk with a decline of 25c. in the price of Egyptians.

COUNTRY PRODUCE.

EGGS—The feeling is steady and prices are unchanged at 11½ to 12c. These prices are high for this time of the year, the average price for the corresponding week during the last five years being 10c.

POTATOES—The demand keeps good, and, as supplies are not increasing, the price is steady at 80 to 82c. for cars on track, Toronto. The street market is firm at 90c. to \$1 per bag.

BEANS—There is a steady movement of medium grades at 90c. to \$1, and a good demand for hand-picked at \$1.10 to \$1.15.

DRIED AND EVAPORATED APPLES—The market is dull. The jobbing price for small lots is 5½ to 6c., but for car lots on track in Toronto jobbers refuse to pay more than 5c. Evaporated apples are in good demand, and holders are firm in asking 9 to 9½c. outside. The jobbing price locally is 10c.

MAPLE PRODUCT — The opinion is strengthening that the crop will be a light one this year. We quote syrup as follows:

Imperial gallon tins, 90 to 95c.; do., more than five tins, 85 to 90c. per gal., wine gallon tins, 75 to 80c. Maple sugar is quoted at 8½ to 9.

VEGETABLES — Locally-grown outdoor rhubarb, some of it fully 18 inches long, is already on the market. Canadian spinach is now offering. Onions are more plentiful, and are 5c. cheaper. We quote as follows: Rhubarb, \$1.25 to \$1.50; greenhouse radishes, 40 to 50c. per dozen bunches; native spinach, \$2 to \$2.50 per bush.; green onions, 5 to 10c. per doz.; celery, 75c. to \$1 per doz.; lettuce, 20 to 30c. doz. bunches; cabbage, per doz; \$1 to \$1.25; parsley, 20 to 25c. per doz. bunches; turnips, 35 to 50c. per bag; beets, 50 to 60c. per bag; parsnips, \$1 to \$1.20 per bag; carrots, 30 to 50c. per bag; onions, Danvers, \$1.40 to \$1.60 per bag; butter squash, \$2; Hubbard squash, \$2; red cabbage, 50c.

BUTTER AND CHEESE.

BUTTER—Dairy large rolls and pound prints are still coming in too freely, causing another drop of 1½ to 2c. this week. There are no No. 1 tubs coming in. As the prints and rolls now offering are not good keeping quality, it would be advisable to market nearly all dairy in tubs. Creamery is easy too, a decline of ½c. being noted.

CHEESE—There is now a good supply of new cheese at 10 to 10½c. Old stock is firm at 11½c.

PROVISIONS AND DRESSED HOGS.

Though packers have quit operations and there is no demand for dressed hogs from that source, there is still quite a demand for butchers' use. For these \$3.50 is offered. The movement of all provisions is large. Smoked backs are ¼c. dearer.

Corona Golden Figs

are choice eating and cooking Figs. Put up in 1-LB. CAKES — each wrapped and packed in special Caddies, containing 4-doz. cakes.

◆ Cost you 7½c. and sell from 10c. to 15c. No scraping goods out of bags or mats; no dust and dirt nor loss of weight, time and custom, but

CHOICE GOODS THAT SELL AT SIGHT.

Half size sample mailed on receipt of 5c. in stamps; or, to meet numerous requests, we will on receipt of value (\$3.60) ship and prepay freight on 1 caddy to any part of Ontario. State name of your wholesaler in ordering.

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Excellent Reasons, are they not?
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They give you a fair margin of profit.
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McLauchlans' Cream Sodas.

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Equal to the best American Water White Oil. Test it and be convinced. Genuine is branded **Sarnia Water White**. Wholesale only by

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We solicit consignments of

POULTRY
ROLL BUTTER
FRESH EGGS.

Highest prices obtained. Quick returns.

The Wm. Ryan Co. Limited

70 and 72 Front St. East, TORONTO

The feeling regarding barrel pork is decidedly firm, and advances are anticipated. Lard is firm, but unchanged.

FISH.

Perch 4c. and bluefish at 7½c. are now coming in. Lobsters are offering at 15c. per lb. Oysters are done. We quote as follows: Manitoba fresh whitefish, 10c.; trout, 9c.; black bass, 8 to 9c.; perch, 4c.; bluefish, 7½c.; steak cod, 7½c.; fresh herring, 4c. per lb.; St. John herring, \$1.35 to \$1.40 per 100; Labrador herring, \$5.75 per bbl. and \$3.25 per half-bbl.; Digby herring, 9 to 10c. per box; Halifax herring, \$1.50 to \$1.65 per 100; cod, in 1-lb. blocks, 6½ to 7c. per lb.; boneless fish, 4 to 4½c. per lb.; boneless fish in 1-lb. blocks, 5½ to 6c.; ciscoes, 60c. to \$1.25; haddies, 8 to 9c. per lb.; fresh haddock, 7c. per lb.; lobsters, 15c. per lb.

GRAIN, FLOUR, BREAKFAST FOODS.

GRAIN—A firmer feeling has resulted in an advance of 1 to 2c., both red and white wheat now being quoted at 68 to 69c. outside. There is little grain of any kind offering on the street market. We quote as follows: Wheat, white, 71c.; red, 71c.; goose, 66c.; peas, 63 to 65c.; oats, 38 to 39c.; barley, 42 to 44c. No. 1 hard Manitoba is unchanged at 80c., Toronto and west.

FLOUR—Manitoba patents are 10c. dearer. A firm feeling is manifested throughout. We quote as follows: Manitoba patents, \$3.90 to \$4; Manitoba strong bakers', \$3.70; Ontario patents, \$3.60; straight roller, \$3.10 to \$3.20, Toronto freights.

Direct shipment of (Choice Pea Beans.)

CURRANTS from PATRAS

just received. Orders solicited. Apply, JAS. R. SHIELDS, Board of Trade, TORONTO.

Toronto Salt Works TORONTO, ONT.

Write us for SALT of any kind.

Also SALTPETRE, car lots or less.

Ham and Eggs

SEASONABLE
DELICIOUS
EVERYONE WANTS THEM

"MAPLE LEAF" Brand Sugar Cured Hams are the best.

D. GUNN, BROTHERS & CO. PORK PACKERS

76-78-80 Front St. E. - - TORONTO.

Curers of the MAPLE LEAF Brand, Registered.

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Our specialties

POULTRY, BUTTER,
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We buy Dried Apples. Send us samples and we will offer you.

Correspondence Invited.

Rutherford, Marshall & Co.

68 Front Street East, Toronto.

WE ARE OFFERING

All
Kinds
Seasonable
Fruit
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Stock.

Fancy November Cut Lemons

For May Delivery

Write for prices.

51 Front St. East.

CLEMES BROS.

BREAKFAST FOODS—There is no change. We quote: Standard oatmeal and rolled oats, \$4.00 in bags and \$4.10 in bbls.; rolled wheat, \$2.50 in 100-lb. bbls.; cornmeal, \$2.50; split peas, \$4; pot barley, \$4.

HIDES, SKINS AND WOOL.

HIDES—There is a good demand, and prices have stiffened, but no change is yet reported. We quote cowhides: No. 1, 8¼c.; No. 2, 7¼c.; No. 3, 6¼c.; Steer hides are worth ½c. more. Cured hides are worth 8¼c.

SKINS—Offerings of calfskins are liberal. Prices are steady. We quote as follows: No. 1 veal, 8-lb. and up, 10c. per lb.; No. 2, 8c.; dekins, from 30 to 35c.; culls, 15 to 20c. Sheepskins and lambskins are not offering freely. Prices are firm at 90c. to \$1.

WOOL—Fleece is easy at 13 to 14c., and unwashed at 8 to 8½c.

SEEDS.

The indications are that the season is pretty well over. There is little red clover offering. Dealers are paying \$3 to \$3.30 on board at outside points. Alsike is quiet at unchanged prices, \$2.50 to \$4 outside. Some timothy is offering, but, as the market is almost over and a great deal of what is coming in is mixed, buyers are very careful, and it is likely much of this seed will be carried over by holders till the fall.

MARKET NOTES.

Valencia raisins are scarce and higher on the Toronto market.

Prunes, both Bosnia and Californian, are still tending upwards in price.

Manitoba patents flour is 10c. dearer. Wheat is 2c. higher than a week ago.

Smoked backs are ¼c. dearer. Canadian heavy mess pork has advanced 50c. per cwt.

Mediterranean sweet oranges are 25c. dearer. Bananas and Egyptian onions are 25c. cheaper.

Dairy large rolls and pound prints are 1½ to 2c. cheaper this week. Creamery tubs and boxes have declined ½c.

There is a rather easier feeling in regard to both Japan and China green teas. China blacks, on the other hand, are a little stronger.

QUEBEC MARKETS.

MONTREAL, April 27, 1899.

GROCERIES.

THERE continues to be a steady improvement in the wholesale grocery trade, owing to the improved conditions of country roads and the fact that stocks of most of the leading staple lines in second hands are small. With the opening of navigation buyers here are also showing a disposition to operate more freely, conse-

quently the prospects are somewhat encouraging, and a large healthy trade is anticipated in the near future. A feature of the week has been the activity and excitement in the raw sugar situation, prices having fluctuated rapidly. Refined sugar is firmer at the recent advance noted. A considerable amount of attention has also been given to the molasses market, and, if reports from the Island are true in regard to the crop, some excitement is looked for in this article later on. Teas are becoming more active each day and prices are steadily tending upwards for most grades, owing to the strong foreign advices and the limited supply on spot.

SUGAR.

The feature in this article continues to be the activity in the foreign market for raw and the rapid fluctuations in prices. Beet, on Saturday, advanced 1½d., to 11s., for April and May, but has since reacted again; the latest cable advices received from London reported the market quieter, with prices slowly tending downwards, and quoted April at 10s. 10½d., and May at 10s. 11¼d. Cane sugar is quiet, Java being quoted at 12s. 6d., and fair refining at 11s. 3d. The market for the refined article is moderately active, and the undertone is firm, with prices maintained at the late advance. The demand is not what it should be for the season, but refiners have every confidence in the future, as latest advices from country points report stocks low. We quote: Granulated, \$4.50 to \$4.55, and yellows, \$3.90 to \$4.30 per 100 lb., as to quality, at the factory.

SYRUPS.

There is nothing new to note in syrups. The market remains quiet and prices are unchanged at 1¼ to 2¼c. per lb., as to quality.

MOLASSES.

The molasses market has undergone no great change within the past week, but according to latest cable advices received from the Island the undertone is firm, and first cost prices are held at 12¼c., which figure means 28½ to 29c. laid down here. The indications now are that the crop of Barbadoes will be much smaller than was at first expected owing to the damage done by the hurricanes, consequently an impression prevails here that present prices at the Island will be sustained. Cables from Antigua state that supplies are exceedingly small, and prices 5½c. per gallon higher than on the opening day. Porto Rico cables are also very firm in tone and report the market steadily advancing. In new crop Barbadoes some business has been done on local account, and a sale of one cargo is reported to a refiner and one cargo to

a wholesale grocer. Another lot of 400 puncheons of old crop has also changed hands at 28¼c., and now the entire stock on spot, outside of wholesale grocers, is held by a speculator, which amounts to about 1,000 puncheons. A late cable notes a still further advance on the foregoing, first cost being now quoted at 13¼c.

CANNED GOODS.

There has been no material change in the situation of the canned goods market. The tone is about steady under a better demand for most lines. Several small lots of corn have changed hands at 90c. per dozen, but for 500 and 1,000-case lots 85c. is the outside. Strawberries have sold in fair-sized lots at \$1.30, and pumpkins at 75c. per dozen. Tomatoes rule quiet, and prices are unchanged at 85 to 87½c., and peas at 75 to 80c. per dozen. In canned salmon, there is nothing new to note.

DRIED FRUITS.

There has been a moderate demand for Valencia raisins, and several fair-sized lots have changed hands at 5¼c. for 4-crown layers. Other grades are also being inquired for, and, on the whole, the market is in a much better condition than it was a few weeks ago.

RICE.

Business in rice has been quiet owing to the fact that buyers generally are waiting for the arrival of new crop stock. The feeling is steady and prices show no change.

COFFEE.

In coffee, business has been limited, and the market is quiet and easy. Rios have sold at 7 to 7½c. and Santos at 7 to 10c. Maracaibo changed hands at 9½ to 10c.

SPICES.

There is a very firm feeling in spices, and a moderate amount of business is reported. Singapore white pepper has sold at 19½ to 20c.; Penang, at 17½ to 18c.; pimento, at 11 to 12c.; nutmegs, at 40 to 50c., and cassia at 9 to 10c.

TEAS.

A much stronger feeling has developed in the market for most grades of teas, and prices are steadily advancing, especially for Ceylons, China blacks and gunpowders, which are becoming scarce, to some extent, as the demand at present and for the past two weeks or more has been chiefly for the above grades. A fairly active business is doing, and some round lots of Ceylons have sold at 17 to 20c., which figures show an advance of 2 to 3c. per lb. over previous sales. Pingsuey pea leaf gunpowders have changed hands at 13½ to 15c. Japans are quiet.

GREEN FRUITS.

The market has ruled quiet, but, with navigation now opened and cargoes of

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EGGS—egg market and prices mand was at 12½ to MAPLE maple pro offerings quote: S and at 6 7¼c. per HONEY market 1 White cl 8½c.; di 6½c., a BEAN: jobbing quote: bushel;

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You cannot be too particular

In choosing your coffees. We are offering a full range in

**Javas, Mochas, Rios, Santos, Maracaibos,
Jamaicas, Japans, etc., etc.**

A new shipment of RIOS just in. Send for samples and quotations.

S. H. EWING & SONS, - MONTREAL.

oranges and lemons on the way, much activity is expected in the near future. The supply of apples is small, and prices rule firm at \$3 to \$5 per bbl. Valencia oranges have advanced 25c. per box, to \$5.25 to \$5.75, and navels are steady at \$4 to \$4.25. Stocks of lemons here are large for this season, in view of the heavy supplies near at hand. Good sound stocks are selling at \$2.25 to \$2.75 per box. Bananas are moving fairly well at 85c. to \$1.75 per bunch. All other lines are unchanged.

COUNTRY PRODUCE.

EGGS—There was an easier feeling in the egg market, owing to more liberal receipts, and prices declined ½c. per doz. The demand was fair and trade moderately active at 12½ to 13c. per doz.

MAPLE PRODUCT — The demand for maple product continues good, and, as the offerings are not large, prices rule firm. We quote: Syrup in wood, 5½ to 6c. per lb., and at 65c. per tin. Sugar sold at 7½ to 7¾c. per lb.

HONEY—There was no change in the market for honey to note. We quote: White clover comb, in 1-lb. sections, 8 to 8½c.; dark, 6½ to 7c.; white extracted, 6 to 6½c., and dark, 5 to 5½c.

BEANS—In beans, trade is still of a small jobbing character at steady prices. We quote: Choice hand-picked, 95c. to \$1 per bushel; primes, 85 to 90c.

DRIED APPLES — Stocks light, prices steady at 5 to 6c., and evaporated, 8½ to 9c.

HOPS—Demand slow and business quiet. Canadians, 18 to 20c., as to quality.

POTATOES—Market firm. Carload lots selling at 70 to 73c. on track here.

PROVISIONS.

There was no improvement in the local provision market in point of activity. The demand is limited for all lines, but prices are fairly well maintained. We quote: Canadian pork, in barrels, \$15 to \$15.50; pure Canadian lard, in pails, 6¾ to 7c. per lb., and compound refined at 5 to 5½c. per lb. Hams, 10 to 12c., and bacon, 10½ to 11c. per lb.

FLOUR, GRAIN, ETC.

The demand for all grades of wheat from foreign buyers was again good to day, but holders here did not think bids high enough, consequently the amount of business transacted was not large. Cables on oats were weaker, bids from London showing a decline of 3d. since Saturday. In this market business was rather more active, but the feeling was easier. For No. 1 hard Manitoba wheat there were buyers at 73c. afloat Fort William, prompt delivery. In regard to the crop prospects, a private despatch received to-day read: Seeding at a standstill, ground too wet, heavy rain last night. There was a fair demand for oats, and some

round lots changed hands, including 30,000 bushels at 36c. afloat May. Peas were quiet at 74c. afloat May. In buckwheat, some business was done for May afloat at p.t., and holders are asking 58½c. ex store.

FLOUR—There was nothing new in the flour situation. The demand on local account was good, and a fairly active trade was done at steady prices. We quote: Winter patents, \$3.75 to \$4; straight rollers, \$3.50 to \$3.60; in bags, \$1.65 to \$1.75; Manitoba patents, \$3.90 to \$4.05; strong bakers', \$3.70 to \$3.80.

FEED—The feed market continues active and firm under a good demand. Ontario white wheat bran, in bulk, sold at \$16 to \$17, and shorts \$17 to \$19 per ton; Manitoba bran, \$16; shorts, \$18, and mouille, \$18 to \$25 per ton, including bags.

MEAL—The meal business is still of a jobbing character, and prices for rolled oats are unchanged at \$3.60 to \$3.65 per bbl.

HAY—There continues to be a steady demand for baled hay, and a fairly active trade was done at firm prices. We quote: No. 1, \$6 to \$6.50; No. 2 extra, \$5 to \$5.50; clover and clover mixture, \$4 to \$4.75 per ton.

CHEESE AND BUTTER.

CHEESE—Business was quiet, there being nothing further to report on spot and no additional news from the country. Prices in old cheese are nominal, around 11c.,

American Sugars.

**Absolute Purity
Test 100% Sugar**

Get quotations on car lots, freight paid.

A. H. CANNING & CO.

57 Front Street East,

TORONTO.

while for new, sellers are asking 10 to 10½c., as to grade.

BUTTER—Business is moderate in a local jobbing way, and creamery brings 17 to 17¼c. in 30-lb. tubs when strictly fresh. For anything else prices grade down ¼ to ½c. per lb. Dairy butter is absolutely nominal.

MONTREAL NOTES.

Geo. Mann, the Montreal representative of The "Salada" Tea Co. reports business as exceedingly brisk, and asks anyone doubting this to visit their premises, corner St. Sulpice and St. Paul streets, any time between 7 a.m. and about 10 p.m.

NEW BRUNSWICK MARKETS.

OFFICE OF THE CANADIAN GROCER,

ST. JOHN, N.B., April 27, 1899.

COMPLAINTS of the effect of the backward season on general business are still heard, but the weather has been much warmer during the last week. There is a good demand for merchandise in all lines. Activity in the lumber trade is increasing, with a promising outlook for the season. Markets generally are firm, and the conditions favorable to good business.

CANNED GOODS—Business is fair at unchanged figures. We quote: Corn, 90c.; peas, 80c.; tomatoes, \$1; salmon, \$5 to \$5.25; new lobsters, \$10; scallops, \$6; oysters, 2's, \$2.10 to \$2.25; 1's, \$1.30 to \$1.45.

GREEN FRUITS—The only oranges now offered are bloods, at \$2.25 to \$2.50. Messina lemons are steady at \$2.75 to \$3.50; apples, \$2 to \$5 per bbl. Bananas are selling well at \$1.75 to \$2.25.

DRIED FRUITS—The market is quiet and stocks are moderate. We quote: Dried apples, 5½ to 6c.; evaporated do., 9½ to 10c.; evaporated peaches, 12 to 13c.; do. apricots, 17 to 18c.; Bosnia prunes, 5 to 5½c.; Californian do., 6 to 10c.; dates, 5 to 6c.; figs, 16 to 22c. New Egyptian onions are easier at 2½c.; Bermudas, \$2.

SALT—Quotations are without change. The supplies from England will now come forward with less regularity, as the regular lines of steamers have gone on the Montreal route. We quote: Liverpool coarse, 40 to 45c.; English factory-filled, 80c. to \$1; Canadian fine, \$1 per bag; cheese and butter salt, bulk, \$2.50 per bbl.; 5-lb. bags, \$3 to \$3.25 per bbl.; 10-lb. bags, \$2.85 to \$3 per bbl.; 20-lb. wood boxes, 20c. each; 10-lb. wood boxes, 12c. each; cartons, \$2 per case of 2 doz.; English bottled salt, \$1.25 to \$1.30 per doz; mineral rock salt, 60c. per 100 lb.

SUGARS—The market is strong, and there

is still a marked scarcity of low-grade yellows. We quote: Granulated, \$4.50 to \$4.55; yellows, \$3.80 to \$3.95.

MOLASSES—There have been no further receipts since last report. A cable from Mayaguez, P.R., last week, stated that it would not be possible to get another cargo at that port. The last fluctuation in Barbadoes was upwards. The market here is strong. Some large buyers are holding off in hope of lower prices, but are not getting the concession. We quote: Porto Rico, 31 to 33c.; Barbadoes, 29 to 30c.; St. Croix, in bbls., 29 to 31c.

FISH—The market is entirely bare of pickled herring and also of dry pollock. Owing to a better demand from New York buyers, smoked herring are a fraction higher. The market here has not been as bare of cured fish for many years. Fresh fish are more plentiful. The catch of alewives is a little larger, but scarcity of herring for bait around the Nova Scotian shores has caused the usual demand for alewives, and the demand is in excess of the supply. We quote: Large and medium dry cod, \$4; pickled shad, ½-bbl., \$3.75 to \$5, as to quality; smoked herring, 6½ to 7½c. per box; haddies, 6c.; fresh haddock and cod, 24c.; gaspereaux, \$1 per 100; halibut, 8c.; boneless fish, 4 to 5c.; cod, 7 to 7½c.

PROVISIONS—The market is quiet and steady. P.E. Island is offering hams at 9c. Charlottetown, which would be a little lower, delivered here, than the price heretofore prevailing. Plate beef is firmer. We quote: American clear pork, \$14.50 to \$15.50, as to quality; American mess, \$14 to \$14.50; domestic mess, \$14.50 to \$15; plate beef, \$13.50 to \$13.75; extra plate, \$13.75 to \$14.

FLOUR, FEED AND MEAL—Flour is dull and steady; oatmeal quiet; cornmeal active. Prices of these are unchanged. Feed has advanced. Beans are firm, especially yellow-eyes. The seed trade is late in opening up, and sales have not been large as yet. We quote as follows: Manitoba flour, \$4.65 to \$4.75; best Ontario, \$3.90 to \$4.05; medium, \$3.70 to \$3.85; oatmeal, \$3.90 to \$4.10; cornmeal, \$2.15 to \$2.20; middlings, \$21 to \$22; oats, 41 to 42c.; hand-picked beans, \$1.10 to \$1.15; prime, \$1.05 to \$1.10; yellow-eye beans, \$1.90 to \$2; split peas, \$4.10 to \$4.20; round, \$3.25 to \$3.40; pot barley, \$4.10 to \$4.25; hay, \$7 to \$7.50; timothy seed, American, \$1.50 to \$2.00; do., Canadian, \$1.80 to \$2.25; mammoth clover, 7 to 7½c.; alsike, 7½ to 8c.; red, 6¾ to 7½c.

EGGS—The market has not declined as rapidly as expected, but sales last week were at 14 to 15c., and this week 13 to 14c., with easier tendency.

CHEESE AND BUTTER—In cheese there is nothing doing, stocks being about cleaned up. Butter is easy. Dairy tubs are 12 to 15c.; rolls, 16 to 18c.; creamery tubs, 17 to 19c.; rolls, 20c.

OILS—There is no change in the price of burning or lubricating oils. Dealers in the latter report an unusually heavy spring trade with the mills.

MAPLE PRODUCT—Maple sugar has been scarce for the past week, and quoted higher at 10 to 14c. Syrup is lower at 80c. to \$1.25. Of course there is a very wide range in quality of both.

ST. JOHN NOTES.

Mr. Joseph Finley, wholesale grocer, has returned from a trip to the West Indies.

Quite a large fleet of steamers is now in port loading deals for the British market.

Fresh alewives are being shipped in carloads to Nova Scotia for bait for the deep sea fisheries.

James Patterson, fish merchant, who had been very ill for several weeks, has got back to business.

A small quantity of cheese from the wreck of the Allan liner Castilian came to this market last week.

Practically all of the large sawmills at St. John are now running, and giving employment to many hundreds of men.

Schofield Bros., wholesale dealers in paper, have removed to their new quarters on Chipman's Hill, near Market Square.

Freights on lumber to United States ports are higher than last year, and firm, owing to the destruction of so many schooners along the coast last fall and winter.

Dry goods merchants report an excellent spring trade, and wholesale milliners say the volume of business in their line has been exceptionally active for some weeks past.

The F. C. Colwell Co., confectioners, will remove to the building corner Dock and Union streets, formerly occupied by the White Candy Co. The building will be enlarged.

The Allan liner Mongolian, which sailed on Sunday, was the last winter port steamer for the season. She had to leave several

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Are sold by all the Leading Wholesale Houses
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Domestic Fruit
Consignments personally and promptly attended to.
All Foreign Fruits in season.
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Write us for particulars of sales. We are making special
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BACON**
is made out of small lean
hogs, and includes the
very choicest parts of the
side. They are boneless,
easily sliced, and at pre-
sent prices they are the
cheapest goods on the
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to include a sample in
your next order.
F. W. FEARMAN CO., Limited
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TARTAN TEA
pays you well, and it satisfies your customers because of
Its rich aroma. Its refined flavor. Its potent strength. Its uniform quality. Its attractive appearance.
BALFOUR & CO. Wholesale Agents HAMILTON

Commission Man
with good connection with grocery trade through-
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GROCER, Montreal. (18)

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ST. JOHN, N.B. Etc., Etc.
Wholesale trade only.

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They are the cleanest and best, being far superior to all other brands.
PUT UP IN 1-LB. PACKAGES BY
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EXTRA FANCY ARLINGTON HEIGHTS CALIFORNIA NAVELS.
EXTRA CHOICE VALENCIA ORANGES, all sizes.
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CHOICE YELLOW DANVER ONIONS.
Prime Quality, free from frost and Prices Right.


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Fruit and Commission Merchants
GUELPH, ONT.

G.F. & J.GALT PACKERS OF THE **BLUERIBBON TEAS**
42 COTT ST TORONTO CELEBRATED

cars of freight which will be returned to Montreal for shipment.

The Rhodes, Curry Co., of Amherst, will build the new I.C.R. grain elevator here. The terminal works connected therewith, wharves, warehouses, etc., will be pushed to completion this summer.

Shippers of lumber to transatlantic ports are getting the benefit of lower ocean freights as well as higher prices for deals. A steamer now loading deals for Liverpool gets only 35s. The rate is 10s. lower than it was a year ago.

On April 14 an order for a car of flour was sent to Toronto. On the 18th it arrived here, and on the 19th was delivered. It came by the C.P.R.

Frank White and Leslie White have entered into partnership to carry on a retail confectionery business on King street. The firm will be known as White Bros. Both are experienced in the business.

The St. John river is now open for navigation, though the ice has not all run out of tributary lakes, which are also traversed by steamers in the open season. The river steamers bring a lot of produce and live stock to the north end wharves, making there a market which rivals the city market, and is much patronized by retail grocers and meat dealers.

John K. Storey is a thrifty dry goods merchant who ran for mayor at the recent election and only got 229 votes. But Mr. Storey is not at all disconcerted. He has given the following unique announcement to the press: "Mr. Storey wishes to state that the first year Mr. Sears offered for mayor he received only 233 votes; Mr. Harris Allan, 186; T. H. Hall, 175; D. E. Berryman, 112, while Mr. Storey himself received unsolicited 229, and is now offering ladies' fine sailor hats from 25c. up."

THOSE EGGS.

Mrs. Bloggs ordered "fresh eggs" of her grocer. About half of them proved to be bad. Some of them boiled, when broken, nearly drove her guests from the table. Others were unendurable in the kitchen. Mrs. Bloggs called her grocer to account, and he called for a court of inquiry. The court visited his establishment, looked at a number of eggs which were white and clean, and broke several which the grocer handed to them, and found them to be good. They also received the testimony of several persons who averred that they had had good eggs of that grocer. The grocer considered himself and his eggs vindicated. And yet, strange to say, Mrs. Bloggs is not convinced that the eggs she complained of were good, and she has changed her grocer.—Burlington Free Press.

A BRITISH CLERKS' ORGANIZATION

At the annual meeting of The National Amalgamated Union of Shop Assistants of Great Britain, held in Bradford, England, recently, 49 branches, with a membership of 2,596, were represented.

The president, E. Lomas, Manchester, in his annual address, stated that the organization was strong, and the prospects of their power growing were most bright. The most important question they had to face was the remuneration of female labor. Their attitude must be that wherever women do the same labor as men they must receive the same remuneration for that labor.

The report of the general secretary, James Macpherson, stated that the income of the society for the year was £3,347, as compared with £715 five years ago. There were 86 branches, with a total membership of 3,285. Of these, 1,776 members had joined in the last year. This membership he considered too small, however, in the face of the fact that there are about 1,000,000 workers in the distributive trade of Great Britain, of whom fully 750,000 were eligible for membership. He advocated spending £500 for organization purposes.

Statistics were given, showing that in 114 shops, principally grocery and drapery shops, employing 3,855 persons, 1,357 were living in and 2,498 living out. Of these, 423 worked under 60 hours, 571 worked between 60 and 65 hours, 808 worked between 65 and 70 hours, 1,945 worked between 70 and 75 hours, and 108 between 75 and 85 hours. Of those working under 60 hours, fully 400 were workers of cooperative societies. Systematic overtime was worked in 26 of the shops concerned, and in one case only was the overtime paid for. Twenty-seven of the shops allowed only half an hour for dinner and twenty minutes for tea.

The union's opinion of the living-in system and the long hours in many shops was expressed in the following resolutions: "This conference reaffirms its previous declaration that the living-in system has been perverted into a profit-making department of the distributive trades to the detriment of the physical, moral and social well-being of the shop-workers, and is of opinion that the time has arrived when the union should take active steps for its abolition, and calls upon all shop-workers to protest wherever possible against this substitution of truck as part payment of wage in the place of current coin of the realm," and "This conference calls attention to the unpaid overtime which some workers have permitted employers to exact as a right, and further condemns gratuitous service, and

calls upon all shop-workers to organize in order that they may be in a position to abolish a system which the most unskilled laborers have long since refused to submit to." Both of these resolutions were passed without dissent.

The officers for the present year are: H. H. Roper, Lincoln, president; B. Wilson, Bradford, vice-president; James Macpherson, general secretary. The next annual meeting will be held in Bristol.

THE RETAIL MERCHANT OF 1900.

What changes may be looked for within the next few years? This is the query on which all retailers with small capital may well ponder. Already the thoughtful merchant has recognized the necessity for the adoption of safeguards to prevent the loss of capital. It may be said that hard times have made people the more careful of their dimes, or that the great department stores in the cities, with their peculiar methods, have made a hole in the small merchant's profit, or that it is the ever-extending trolley line or the frequent cheap excursions to the large centres. It may be said that it is the mail-order houses supplying the consumer. But, say what you will, there is no denying the fact that changes have come and that changes are still going on. Let every merchant, therefore, fortify his business by adopting the soundest rules. Let him collect his accounts promptly; let him sell more nearly for cash; let him meet competition rationally; let him push profitable goods energetically and restrict his buying to what he can sell, and sell quickly. The necessity of the hour is to make the business pay, whatever it is, or else the retailer must prepare to join the wageworkers of the world with whatever grace he can command.—John T. Plummer.

THE DROUGHT IN CEYLON.

Complaints are still being made about the drought prevailing everywhere—on the hills as well as in the low-country. There has been a serious check to the flush in all the tea districts, but opinions differ as to how far the general output will be affected. The frosts in Upper Dimbula have nipped some of the higher tea in the hollows and ravines rather sharply; and one planter in the Agras, who has had a large acreage of newly-pruned tea caught, is said to have reduced his estimate materially. If the Island's output is to be sensibly affected by the above causes, it cannot but help the tendency towards better prices in the near future by diminishing supplies.—The Times of Ceylon.

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EVERYBODY RELISHES THEM.

Lytle's "Sterling"
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Only the best, carefully selected Canadian vegetables are used in the making of these pickles.

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Only those who are experts in pickle manufacture and have made a reputation the wide Dominion over are engaged in the manufacture of these pickles.

The Grocer who would keep his trade up to a high standard will always have in stock a good assortment of Lytle's "Sterling" Brand Pickles.

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Large shipment choice bright flinty coffees now in store, ex. S.S. Buffon.

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BEST TEA. BEST PROFIT.
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Wholesale Grocers,
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STARCH ARGO GLOSS

in 1-lb., 3-lb. and 5-lb. packages, and 50-lb. boxes, and 200-lb. brls.

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Sold by the leading grocers of Canada, protected by our standing guarantee. Returning profit and satisfaction to the dealer, and dispensing health, strength, and happiness to the consumer.

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NOT A GUESS—
Blue Label
 Tomato
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is always the same; in quality is superior to any but "Blue Label." Lagging appetites are improved by this palate pleaser.

Not only months with an "R" but all seasons are the times for using.



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WHY?

BECAUSE their quality is recognized as being superior. They are easily sold, and the grocer makes a good profit.

THEREFORE all up-to-date grocers keep them—push them and sell them.

PURE GOLD MANUFACTURING CO.

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DELUSIONS OF COUNTRY CONSUMERS.

"YOU may bray a fool in a mortar, yet shall not his folly depart from him," and, similarly, the average farmer may be passed through a threshing-machine without losing the curious delusion that country grocers make enormous profits, says Merchants' Review. Other country dwellers besides farmers share in the notion, and, therefore, the supply houses and traveling fakirs with groceries for sale usually find plenty of "suckers" ready to bite.

Somebody, perhaps, has told the country resident that retail grocers commonly make 25c. a pound profit on tea, and he or she supposes that it is a net profit and a fair criterion of the margin earned on the whole stock. They really believe that the Klondyke is a pauper's hang-out, compared to the Golconda and Ophir of the rural storekeeper, and they swallow all sorts of yarns as to the great saving to be effected by buying of some fakir.

Now, the crop of this particular kind of "sucker" never fails; like the crop of beats, it defies all unfavorable influences and can always be depended upon to yield an abundant harvest. The fact that an occasional critic of the general storekeeper

or country grocer sometimes tries his 'prentice hand at storekeeping, and ignominiously fails, makes no difference as regards the obstinacy of the delusion that the dealer's profits are princely. The hayseed adventurer always has plenty of excuses very pat. "Excessive competition" is a good, big mouthful, and is often made to answer; or, the excuse is that customers wouldn't pay their debts; anything rather than admit that the margin of profit was low and the work hard, with the management demanding great skill and the utmost vigilance.

Owing to his silence or misleading insinuations the delusion becomes a confirmed mania with the general public, and, besides offering a tempting field to the catalogue houses and traveling fakirs, the grocery business invites other members of the rural communities to try their luck at storekeeping with assurance, after other pursuits have been tried in vain.

AN INVITING ENTRANCE.

It is said that the hallway of a house is an index to its general character and that the tidiness and appearance of the servant indicates the sort of housekeeper by whom she is employed. And may we not say that the entrance to a store; the approach to the counters; the appearance of the desks, indi-

cate the character of the stock and its service, remarks American Grocer.

If boxes and baskets of vegetables line both sides of the entrance, or the floor is crowded with displays of indifferent sort, so that approach to the counter is hampered, then customers are incommoded and so unfavorably impressed that they will avoid frequent repetitions of their visit. The entrance and approach to the main counters should be open and scrupulously neat, and the store so arranged that it arrests the attention of visitors and invites inspection.

And when before the counter, customers do not like to be greeted by an untidy clerk, whose linen suggests the need of a laundryman, hair the services of a barber, and clothing the work of a cleansing establishment, or whose address is abrupt or borders on the uncivil.

Let there be plenty of room about the store entrance and counters; have the help bright and cheerful, the stock well arranged, and every feature such as interests and invites visitors. Then, they will not only go away satisfied, but will talk about the store and its fine service, and that is the very best sort of advertising.

H. P. Eckardt & Co. say that Heinz pickles and sauces are having a big sale this season.



This list is of the cities of Montreal, Quebec, Vancouver, such quantities as terms of credit. Goods in large quantities in large quantities. All quotations who call daily up

Dairy, choice, large tubs, creamery, tubs and prints

Cheese
 Apples, 3's
 " gallons.
 Blackberries, 2's
 Blueberries, 2's
 Beans, 2's
 Corn, 2's
 Cherries, red, pit
 " white,
 Peas, 2's
 " sifted
 " extra sifted
 Pears, Bartlett, 2's
 Pineapple, 2's
 " 3's
 Peaches, 2's
 " 3's
 Plums, green gal
 " Lombard
 " Damson
 Pumpkins, 3's
 " gallo
 Raspberries, 2's
 Strawberries, 2's
 Succotash, 2's
 Tomatoes, 3's
 Lobster, talls
 " 1-lb. fl
 " 1/2-lb. fl
 Mackerel
 Salmon, sockeye

" Cohoes
 Sardines, Alber
 " Sports
 " key of
 " other
 " P. & C
 " Amer
 " Musta
 50 tl
 Haddies
 Klipped Herr
 Herring in Ton

Oranges, Valer
 " Califo
 Lemons, Mess
 Bananas, per b
 Apples, per b
 Cranberries, p
 Sweet Potatoe
 Almond (trap
 Egyptian Onio
 Bermuda Onio
 Coconuts, per
 Pineapples, ea

Granulated (Boropath)
 Granulated, A
 Paris lamp, bb
 " in
 Extra ground
 Powder, red, bb
 Phenol
 Cream
 Extra light
 Bright coffee
 No. 3 yellow
 No. 2 yellow
 Trinidad

Wire nails, bi
 Cut nails, bas
 Barbed wire
 Smooth steel
 annealed
 White lead, l
 Linseed oil, r
 " b
 Turpentine

CURRENT MARKET QUOTATIONS

April 27, 1899.

This list is corrected every Thursday, and the quotations herein given are for the cities of Montreal, Toronto, Hamilton, St. John, N.B., Halifax, Winnipeg, Vancouver and Victoria. The prices are solicited for publication, and are of such quantities and qualities as are usually ordered by retail dealers on the usual terms of credit.

Goods in large lots and for prompt pay are generally obtainable at lower prices. All quotations for staple products are under the direct control of the Editors who call daily upon all the leading houses in the principal centers.

BUTTER AND CHEESE

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Dairy, choice, large rolls, per lb	11½	12	12	14
" " pound prints	12	13	17	18
" " tubs, best			16	18
" " tubs, second grade		10	11	16
Creamery, tubs and boxes	18	18½	17	19
" " prints and squares	19½	18	19	20
Cheese	11	11½	9½	12

CANNED GOODS

	\$ 90	\$ 100	\$ 90	\$ 100	\$ 110	\$ 115	\$ 125
Apples, 3's	2 10	2 20	2 00	2 20	2 25	2 40	3 00
Blackberries, 2's			1 40	1 70	1 50	1 80	
Blueberries, 2's			75	85	85	95	90
Beans, 2's	85	90	80	85	90	95	90
Corn, 2's	90	95	95	1 00	85	95	
Cherries, red, pitted, 2's			1 80	1 85	2 30	2 40	1 75
" " white, "			1 75	1 80			
Peas, 2's	80	85	75	80	80	90	90
" " sifted			85	1 00	1 10	1 15	1 00
" " extra sifted			1 00	1 25	1 20	1 25	1 15
Pears, Bartlett, 2's	1 45	1 50	1 25	1 50	1 70	1 80	1 15
" " 3's	2 10	2 40	2 00	2 40	2 40	2 50	2 40
Pineapple, 2's	2 50	2 60	2 50	2 50	2 15	2 25	4 50
" " 3's	2 50	2 60	2 50	2 60	2 50	2 60	5 00
Peaches, 2's			1 45	1 50	1 60	1 65	1 70
" " 3's			2 40	2 60	2 50	2 75	2 25
Plums, green gages, 2's	1 35		95	1 25	1 30	1 60	1 40
" " Lombard			95	1 10	1 30	1 50	1 40
" " Damson, blue			1 00	1 10	1 10	1 30	
Pumpkins, 3's	75	85	65	75	90	1 00	1 00
" " gallon	2 10	2 25	2 10	2 25	2 10	2 25	
Raspberries, 2's	1 35	1 50	1 45	1 65	1 50	1 75	1 40
Strawberries, 2's	1 35	1 50	1 25	1 50	1 65	1 75	1 70
Succotash, 2's	1 10	1 15	1 15	1 15	1 10	1 15	
Tomatoes, 2's	90	95	85	90	95	1 00	1 10
Lobster, tails	2 50	2 95	2 50	2 50	2 60	2 60	
" " 1-lb. flats	2 75	3 00	3 00	3 25	1 25	1 30	
" " ½-lb. flats			1 65	1 85			
Mackerel	1 30	1 35	1 30	1 35	1 25	1 35	
Salmon, sockeye, tails	1 30	1 35	1 40	1 60	1 25	1 50	1 20
" " flats			1 50	1 60	1 30	1 35	
" " Horseshoe	1 40	1 45	1 50	1 60		1 60	
" " Clover tails			1 55	1 60		1 60	
" " Leaf flats	1 00	1 10	1 10	1 15	1 15	1 25	95
Cohoos	1 00	1 10	1 10	1 15	95	1 00	95
Sardines, Albert, ½'s	12		13	14	15		1 12
" " ¼'s	20	21	20	21	20	21	
" " Sportsmen, ¼'s	12½		12½		12		
" " ¼'s	20		21		20		
" " key opener, ¼'s	10	11	10½	11	16	18	
" " ¼'s	18	18½	23	10	11		
" " other brands	16	17	16	17			
" " P. & C., ¼'s	23	25	23	25			
" " ¼'s	33	36	33	36			
" " American, ¼'s			5	4	5		
" " Mustard, ¼ size, cases			11	10	11		
" " 50 tins, per 100	9 50	11 00	10 00	11 00	10 00	11 00	
Haddies			1 00	1 15	1 00	1 10	
Kipper HERRINGS	1 20	1 50	1 15	1 60	1 15	1 25	1 85
Herring in Tomato Sauce	1 30	1 45	1 20	1 60		2 00	1 90

GREEN FRUITS

Oranges, Valencia, 714's	\$ 4 50	\$ 6 50	8 00	6 00	6 50		
" " 420's, large			6 00	6 00	6 50		
" " ordinary			6 00	6 50	5 00	5 50	
" " California Navels	4 00	4 25	3 75	4 00	4 00	4 25	
" " Cal. Med. Sweets			3 25	3 75			
Lemons, Messina, new, p. box	1 50	2 25	2 00	2 50	3 00	3 50	
Bananas, per bunch	1 25	2 00	1 50	2 00	2 00	2 25	
Apples, per bbl.	3 50	5 00	2 50	5 00	3 00	5 00	
Cranberries, per bbl.	7 00	8 00	6 50	7 00	9 00	10 00	
Sweet Potatoes, bbl.	3 50	4 00		4 00			
Alameda (trapes, per keg	9 00	10 00		6 00	7 00		
Egyptian Onions, about 100 lb.			2 75	3 00			
Bermuda Onions			2 00	2 25	2 25	2 50	
Cocoanuts, per 100	3 25	4 00	4 00	4 50		3 50	
Pineapples, each			17	25			

SUGAR

Granulated (St. Lawrence, Ropath)	\$ 4 50	\$ 4 55	\$ 4 68	4½	4½	5½	5¼
Granulated, Acadia			4 50		4 63		
Paralump, bbls. and 100-lb. bxs	5 60		5 78	5¾	6		
" " in 50-lb. boxes	5 70		5 88				
Extra Ground C'ing, bbls.	5 20		5 55				7
Powerful, bbls.	5 05	5 12½	5 45	5¾	6		6¾
Phonix	4 40		4 48				
Cream	4 4		4 48				
Extra Night	4 35		4 38	3¾	3¾	4½	4¾
Bright Coffee	4 25		4 28	3¼	3¼		
No. 3 Flow	4 05		4 18	3¼	3¼		
No. 2 Flow	3 95		4 08				
Trinidad		3½					

HARDWARE, PAINTS AND OILS

Wire nails, base	2 55		2 55				
Cut nail, base	2 05		2 05				
Barbed wire, per 100 lb.	2 90		2 90				
Smooth steel Wire (coiled and annealed, etc.), base	2 50		2 50				
White lead, No. 1	5 50		5 62½				
Linseed oil, raw	49		52				
" " boiled	52		55				
Turpentine	65		63				

SYRUPS AND MOLASSES

	Montreal, Quebec.	Toronto, Hamilton.	St. John, Halifax.	Manitoba.
Syrups				
Dark	13½			
Medium	2	30	32	3
Bright	2¼	35	37	3½
Corn Syrup, barrels per lb.				
" " ½-bbls.				
" " kegs				
" " 3 gal. pails, each		1 20		
" " 2 gal. "		90		
Honey				
" " 25-lb. pails	90	1 00		
" " 38-lb. pails	1 20	1 40		
Molasses				
New Orleans		26	45	28
Barbadoes	29	30		35
Porto Rico		38	42	31
Antigua				34
St. Croix				25
				28

CANNED MEATS

Comp. corn beef, 1-lb. cans	\$ 1 50	\$ 1 40	\$ 1 50	\$ 1 50	\$ 1 65	\$ 1 75
" " 2-lb. cans	2 65	2 50	2 60	2 50	2 65	3 00
" " 4-lb. cans			8 00	8 75	9 25	
" " 6-lb. cans	8 25					
" " 14-lb. cans	18 00		18 00	20 00	21 00	
Mince callops, 2-lb. can	2 60		2 60	2 75	2 80	
Lunch tongue, 1-lb. can	3 30	3 20	3 25	3 00	3 25	3 00
" " 2-lb. can	6 70	6 75	7 00	5 80	6 00	6 50
English brawn, 2-lb. can	2 40	2 60	2 80	2 75	2 80	2 75
Camp sausage, 1-lb. can			2 50	2 50		
" " 2-lb. can			4 00	4 00		
Soups, assorted, 1-lb. can			1 50	1 40	1 50	
" " 2-lb. can			2 20	2 25	2 30	
Soups and Boull., 2-lb. can			1 80	1 75	1 80	
" " 6-lb. can			4 60	4 25	4 50	
Sliced smoked beef, ½'s	1 70	1 65	1 70		2 00	
" " 1's	2 50	2 80	2 95		3 25	

CANDIED PEELS

Lemon, per lb.		11½	12			
Orange, "			12½			
Citron, "			17½	19		

COUNTRY PRODUCE

Eggs, new laid	12½	13½	11½	12	13	14	15
" " hatched					10	12	
" " held or cold stored					10	12	
Honey, comb, per doz	8	9	8	1 35	1 50	1 75	
" " light color, 60-lb. tins					7	8	
" " 5 and 10-lb. tins	6½	7	3	4	8	10	
" " buckwheat					5	6	

FRUITS

Foreign—							
Currants, Provincials, bbls.	4½	4¼	4¾	4¾	5	7	7¾
" " cases	4¼				6	7	7¾
Filtras, bbls.	4¼	4¾	4¾	5¼	6¼	7¼	7¾
" " ½-bbls.	4¾	4¾	4¾	5	6	7¼	8
" " cases	4¾	4¾	4¾	5½	6		
" " ½-cases	4¾	4¾	5	5½	6		
Patras, bbls.				6	7		
" " ½-bbls.				6	7		
" " cases				5	6	7¼	
" " ½-cases				6	7		
Vostizzas, cases	5½	6½	6	5¾	6	6	
Dates, boxes	5¼	6	5	6	5½	6	6
Figs, 10-lb. boxes, per lb.	18	20	14	16			
" " 28-lb. boxes, "			28				
" " Mals, per lb.			3½	3¾			
" " Naturals, per lb.			8	8½			
" " Naturals, boxes			10	12			
Prunes, California, 40's			10	11	10	12	
" " 50's			8½	9¼	8½	9	
" " 60's			8	8½	8	8½	
" " 70's			7½	7¾	7½	8	
" " 80's			7	7¼	7	7½	
" " 90's			6	6½	6½	7	6¾
Bosnia, B.			6	6	6½		

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COFFEE						PETROLEUM						
	Montreal, Quebec.	Toronto, Hamilton, London.	St. John, Halifax.	Manitoba and B.C.		Montreal, Quebec.	Toronto, Hamilton, London, Ottawa.	St. John, Halifax.	Manitoba and B.C.			
Green—												
Mocha	24 29	23 28	25 30	24 25	Canadian	12	13 1/2	15 1/2	16 1/2			
Old Government Java	27 31	22 30	25 30	24 25	Sarnia water white	12	13	15	16 1/2			
Rio	10 11	7 1/2	12 13	10 10 1/2	Carbon safety	17	17 1/2	18	18 1/2			
Plantation Ceylon	29 31	26 30	29 31		American water white	17	17 1/2	18	18 1/2			
Porto Rico		22 25	24 28		Pratt's Astral, in bulk	18	19	1				
Gaatemala		22 25	24 28									
Jamaica	18 22	15 20	18 22									
Maracalbo	13 15	13 16	13 15									
NUTS						TEAS						
Brazil	12 13	12 1/2 13	12 12 1/2	15	Black—							
Valencia shelled almonds	28 30	28 30	11 12	13 15	Congou—Half-chests Kalsow, Moning, Paking	\$0 12	\$0 60	\$0 12	\$0 60	11	40	
Tarragona almonds	12 15	12 14	11 12	13 15	Caddies Paking, Kalsow	14	40	18	50	15	40	
Peanuts (roasted)	6 1/2 9 1/2	9 10	9 10	9 12	Indian—Darjeelings	35	55	35	55	30	50	
" (green)	5 1/2 8	7 9		10 15	Assam Pekoes	20	40	20	40	18	40	
Cocoanuts, per sack	3 00 3 50	3 75 3 50	4 00		Pekoe Souchong	18	25	18	25	17	24	
" per doz.		60 70			Ceylon—Broken Pekoes	35	42	35	42	34	40	
Grenoble walnuts	12 12 1/2	12 13	12 13	14	Pekoes	20	30	20	30	20	30	
Marbot walnuts	7 8	9 10	9 10		Pekoe Souchong	17	35	17	35	17	35	
Bordeaux walnuts	7 8	9 10	9 10		China Greens—							
Sicily filberts	7 1/2 8 1/2	8 1/2 9	8 10	12	Gunpowder—Cases, extra first	42	50	42	50			
Naples filberts	10 11	10 11	10 11		Half-chests, ordinary firsts	22	28	22	28			
Pecans	10 11	10 11	11 12		Young Hyson—Cases, sifted, extra firsts	42	50	42	50			
Shelled Walnuts	25 25	28			Cases, small leaf, firsts	35	40	35	40			
RICE, SAGO, TAPIOCA, MACARONI						Half-chests, ordinary firsts	22	28	22	28		
Rice—Standard B	3 25 3 35	3 3/4 3 1/2	3 3/4 3 6 1/2	3 75	Young Hyson—Cases, sifted, extra firsts	42	50	42	50			
Patna, per lb		4 1/4 5	5 6	4 1/2	Cases, small leaf, firsts	35	40	35	40			
Japan		5 1/2 6	6 7	5 1/2	Half-chests, ordinary firsts	22	28	22	28			
Imperial Seeta		4 1/2 5 1/2	5 6		Half-chests, seconds	17	19	17	19			
Extra Burmah		4 1/2 5 1/2	5 6		" thirds	15	17	15	17			
Java, extra		6 6 1/2	6 7		" common	13	14	13	14			
Sago	3 1/2 4 1/2	3 1/2 4 1/2	4 5	4	Ping Sueys—							
Tapioca	3 1/2 4 1/2	3 1/2 4 1/2	4 5	4	Young Hyson—1/2-chests, firsts	28	32	28	32	30	40	
Macaroni, dom'ic, per lb., bulk		7 1/2			Half-boxes, firsts	16	19	16	19			
" imp'd, 1-lb. pkg., French		10 1/2			" seconds	28	32	28	32			
" Italian		11 12 1/2			" seconds	16	19	16	19			
SODA						Japan—						
Bl-carb, standard, 100-lb. keg...	2 25 2 50	2 25 2 50	1 90 2 00	1 50 1 75	1/2-chests, finest May pickings	38	40	38	40			
Sal soda, per bbl.	70 75	70 80	55 90		Choice	32	36	32	36			
Sal soda, per keg	9 1 00	9 1 00	9 1 00		Finest	28	30	28	30			
SPICES						Fine	25	27	25	27		
Pepper, black, ground, in kegs,					Good medium	22	24	22	24			
palls, boxes	14 16	12 14	14 15	15	Medium	19	20	19	20			
" in 5-lb. cans	14 17	14 15	15 16		Good common	16	18	16	18			
" whole	11 12	11 13	12 13	15	Common	13	15	13 1/2	15			
Pepper, white, ground, in kegs,					Nagasaki, 1/2-chests Pekoe	16	22	16	22			
palls, boxes	21 23	18 24	24 26	35	" Oolong	14	15	14	15			
" in 5-lb. cans	21 23	20 26	20 22		" Gunpowder	16	19	16	19			
" whole	19 25	19 25	20 22		" Siftings	7 1/2	11	7 1/2	11			
Ginger, Jamaica	19 25	18 25	20 25		WOODENWARE							
Cloves, whole	12 30	14 35	18 20		Pails, No. 1, 2-hoop			\$1 55		\$1 55		
Pure mixed spice	25 30	25 30	25 30		" " 3-hoop			1 70		1 70		
Cassia	25 40	20 40	18 20		" half grained			1 40		1 40		
Cream tartar, French	25 27	24 25	20 22		" quarter, jam		0 90	1 08	0 90	1 08		
" best	28 30	25 30	25 30		" candy, and covers		2 25	2 65	2 25	2 65		
Allspice	15 17	18 18	13 14	20	Tubs, No. 0			8 50		8 50		
					" " 1			7 00		7 00		
					" " 2			6 00		6 00		
					" " 3			5 00		5 00		

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THE CONSUMPTION OF COFFEE.

HERE is "food for thought" for Indian coffee planters in remarks made by Mr. R. E. Johnston in a letter to The London Grocer. Mr. Johnston, after noting that the board of trade returns show that the amount of coffee taken for consumption in the United Kingdom during the last three years has been as follows, viz.: In 1898, 12,540 tons; 1897, 13,424 tons; 1896, 12,400 tons, remarks: "About 40 years ago the figures were: In 1861, 15,792 tons; 1860, 15,926 tons; 1859, 15,398 tons. The population of the United Kingdom has increased from 29,070,000 in 1861 to 39,824,000 in 1897 (according to the Registrar-General's estimates). Thus, in 1861 the consumption of coffee in the United Kingdom was equal to 1 21-100 of a lb. per head, whilst by 1897 it had fallen to 70-100 of a lb. per head." He then proceeded: "It is not unnatural that those who are interested in the coffee trade should try to find out the cause of such a remarkable decrease. We know that the production of coffee has increased very much, and I am informed that, in consequence of the low range of prices, which this increase has led to, pure roasted coffee is now being retailed in Germany (where the duty is rather higher than it is in the United Kingdom) at the equivalent of 9d. per lb. Perhaps some of your readers may be able to tell us the lowest price per lb. at which pure roasted coffee can be bought by the consumer in this country. I see that the deliveries of Brazil coffee (the cheapest coffee produced) for home consumption from the port of London were: In 1898, 1,062 tons; 1897, 1,500 tons; 1896, 1,350 tons. It would be interesting to know at how many grocers' shops a buyer could get a pound of Brazil coffee if he were to ask for it. No doubt the low price of tea has affected the demand for coffee, but I cannot help thinking also that the home trade in coffee is being throttled by high retail prices and by the sale of mixtures instead of pure coffee."

No mention is made of the competition of cocoa, and here, we think, Mr. Johnston overlooks a very important point. What we specially wish to note, however, is the remarks about the retail prices of coffee. We have given one or two American quotations of late, which show that coffee is retailed in the United States at much lower prices than in England. At the same time, we cannot shut our eyes to the probability that if lowness of price be resorted to as a means of stimulating the consumption of coffee, India will gain very little—if, indeed, she does not lose—and Brazil and other producers of "cheap" coffee will score all the tricks.

OLD TEA IN CEYLON.

C. Spearman Armstrong, one of the pioneers of tea in Ceylon, informs The Ceylon Observer that his 23-year old tea fields in Maturatta have continued, without manure, to give as good crops now as 15 years ago, namely, an average of 600 to 700 lb. per acre. Mr. Armstrong has seen nothing of blights in his own high district, though he has heard a good deal of them elsewhere. He agrees, however, that probably Ceylon is approaching its maximum crop of tea—that future crops may run between 120 and 130 million lb. averaging about 125 millions.

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SPRING IN BRITISH COLUMBIA.

THE PROVINCE, Vancouver, in its issue of April 6, contains the following interesting reference to the advent of spring in British Columbia :

It is pleasant to turn from the terrors of political strife and the consideration of saw-mill sites and railway charters occasionally, to pay some attention to the mystery of unfolding spring. While winter has not yet relinquished its grip on the world in the east, here in British Columbia we are well on towards summer. The trees are in leaf, the flowers are in bloom, the birds are mating and the big snow fields are gradually disappearing from the mountains. The advance is so rapid that one can almost see the buds bursting and the leaves uncurling. Certainly, each day's growth and development can be easily noticed. The green tints become more pronounced with each passing hour, and, although things are not as far advanced as they were a year ago, it is practically only a matter of days before the virgin spring will turn to glorious summer. In British Columbia these things happen at a bound. The seasons have little of dawn and twilight. The winter of yesterday is spring to-day. To-morrow summer comes, and, with the "slow, reluctant feet," of which the poet told us, but with the calm assurance of a young woman who knows her way and is not afraid to take it.

To those who are accustomed to the rigors of an eastern winter the mild climate of British Columbia is a revelation. Notwithstanding the fact that the "winter" which has just left us was an unusually severe one there were probably not more than a dozen occasions when heavy overcoats were required. On the overwhelming majority of occasions waterproofs and light spring overcoats afforded sufficient increased protection. For a month or more not even these have been necessary. Pedestrians have gone around without extra clothing of any kind and have suffered no inconvenience. Those who have lived in the east, sneezing and freezing from October to May, would think this pleasure enough in itself to make life worth living and that everybody should be happy and contented, but we have our little grumbles and troubles here the same as elsewhere. That is human nature. No matter what a man has, there is always something lacking, and perhaps he never finds it this side of the peaceful grave.

THE MAN WHO SUCCEEDS.

I saw two men playing billiards, says a writer in Brains. One played to attract attention by the spectators; the other made no fancy shot, but pulled out every count in sight. He won the game. I witnessed a game of football. One fellow on the losing side was a gallus chap. He waved his hands gracefully, and when his team was applauded he bowed and saluted the grand stand. At the end of the game I heard that they would have won but for the poor playing of the gallus chap. I know a salesman who attracts many girls to the store where

he works. They love to stand and talk with him—he is so witty. They listen and giggle. The proprietor tells me he is the poorest clerk in the store. I notice, wherever I go, that the fellow who is bent on attracting the most attention to himself is not the fellow who succeeds. I notice the fellow who has wood to saw and saws it is always in demand.

TALLOW PASTE-SOAP.

To prepare from tallow a solid paste-soap, smooth and of good texture, the following proportions, according to Oil and Colorman's Journal, are taken :

Tallow 200 parts, cocoanut oil 100 parts, are brought to the boil along with 180 parts of 10 deg. soda lye, and when combination has ensued, 140 parts of 20 deg. soda lye are added by degrees, boiling meanwhile continued.

After the second quantity of lye has combined with the soap, about 180 parts of 25 deg.—26 deg. soda lye are run in, and the soap is fitted, to a slight touch, with 26 deg. lye.

At this stage it will boil very thick and viscid, and must, therefore, be salted out with 20 deg. Be. brine, so that a sample taken out with the knife will break short off, and no longer draw out in threads. This point is an important one, since the soap, if not short enough in the grain, will cut unevenly, although it may be solid enough. If the requisite shortness of fracture and cohesion of the soap, when dropped on a glass plate be not attained, a little more 26 deg. lye must be added. The pan is then covered up and kept warm over night; next day, the inch or so of scum on the surface is skimmed off and the soap is transferred to the frames, where it is again crutched.

POTATOES IN CANS.

At Mayville, Mich., there is a potato canning factory which has a capacity of 300 bushels per day. The potatoes are washed, then steamed, then mashed and forced through a sieve, making them stringy, then dried and placed into square tin cans, eight inches each way. A can will contain a half bushel and weighs about five pounds. In this way, 3,000 bushels can be shipped in a freight car, while in the old way a car contains about 500 bushels. The potatoes are not affected by heat or cold, and can be held from one season to another without damage. They may be cooked in any style to suit the taste.—Trade.

Imported polished Patna rice is in stock with H. P. Eckardt & Co.

THE HUM AT ATLIN.

A special correspondent of The Province, writing from Atlin, under date of March 29, has the following to say of the district: Things are beginning to hum here and there is no doubt but that there is gold in almost every creek. I am of opinion that Atlin will, this fall, surprise the world by its output of gold. We are all feeling hopeful, but nothing can be said definitely of our prospects, for gold is where you find it and not where you want it. I would advise all coming in to pass the Customs offices first, otherwise they will be compelled to pay duty at Log Cabin, on the way in. If Vancouver merchants want their share of the trade they had better open branches immediately, for Skagway is now getting the big end of it, and Seattle is making a big bid for a share. It is, however, a mistake for anyone to buy supplies at Skagway, for they can be purchased here for less than the cost of hauling them in.

MAPLE SUGAR BY ELECTRICITY.

The Riverside Corner correspondent of The Windsor, N.S., Journal writes: "We are all looking forward to a big time at Mr. Brison's next week. Mr. B. always makes a party in sugar-making time, and it is the grand occasion of the season. He has his camp fitted out in the most approved style. Everything works by electricity. He has a series of wires running from the trees to the camp, connecting each tree, and by pressing the button the tree is forced to yield up her wealth, and when it reaches the camp it is first-class syrup, and by adding a heavy current it reaches the camp sugar. He is now working on an improvement that, when the sugar market is low, he can reverse the machine and send the sap back into the tree again until sugar advances, which will give him complete control of the sugar market."

E. B. EDDY CO. MAKING BRUSHES.

The E. B. Eddy Co. has begun the manufacture of brushes, for house, outdoor and stable use. The company has secured the right to make brushes for Canada similar to those made by a large factory in Frederick, Maryland. Modern machinery from this place has been installed.

The fibre used in the brushes is of the finest Tampico, manufactured out of the bark of trees, and comes from Florida.

Although many designs are being made at present, new ones will be added as required by the trade.

The first shipment was consigned to Toronto the other day.

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THE COLOMBO TEA SALES.

THE first thing that strikes one on entering the Colombo salesroom at the Chamber of Commerce is the comparative quiet with which the proceedings are conducted. The room is airy, well ventilated and cool, with Japanese punkahs in full swing, and there is no crowding. Bidders sometimes speak in an undertone, but their voices are instantly spotted, and swept up into the continuous flow of the sellers' auctioneering harangue. To anyone accustomed to the tea sales at Mincing Lane there is, of course, something lacking in the excitement of the proceedings. Of the latter, I attended two at home not long ago, the second time with Mr. William Somerville himself, who also kindly accompanied me on this my first visit to the Colombo salesroom, and by

RUNNING OVER THE NAMES

of those present, greatly added to one's enlightenment on the personnel engaged in capturing the various breaks and grades that were put up and bid for with eagerness, deliberation or sometimes distinct indifference. At Mincing Lane, men stand in a throng around the auctioneer's desk, the biggest buyers nearest, every desk in the room being crammed—the majority of the company, it is true, being lads who have come to take down the prices for the papers or for firms other than those represented in the room. There the London auctioneer's task is vastly more trying, and to pick out the first voice among six that are roaring together like a hurricane is no simple matter. Here in Colombo, too, there is more time for conversational remarks.

QUITE A LITTLE SPAR

being raised now and again over some abnormal bid or point of sale with which a bidding-claimant happens to be dissatisfied. Of course, at home, the interests concerned and the consignments dealt with are vastly more immense, so it is scarcely to be wondered at that the business proceeds with far more continuous briskness. However, under the conductorship of Mr. W.E. Drury, of Messrs. Forbes & Walker, this contrast was not so marked, and the largest of the three sales lists was tackled with the greatest despatch. One of the largest, if not the largest, prices among those in to-day's sale was that fetched by Palmerston Broker Orange Pekoe, namely 79c.; 77c. was given for the same grade of tea from Fetteresso, while Queensland (another of the Palmerston Co.) fetched 76c. Inverness broken Pekoe was offered at 65c., but not sold, 60c. being the nearest bid. In Mr. E. John's list, 76c. were given for Mount Everest B.P. and 63c. for its Orange. St. John's B.O.P. was started at 70c. and knocked down at

77c.; for Orange Pekoe of the same estate the price given was 66c.; for Pekoe 51c., and 45c. for Pekoe fannings. In Somerville & Co.'s list, Dalhousie O.P. fetched 55c., X.Y.Z. broken Pekoe 54c., and Woodthorpe do. 51c. These were the chief prices among the larger breaks.

Most of the bids were made and won by Mr. F. F. Street, who seemed always ready to step into the breach when bidding flagged, or to meet a piteous appeal from the desk, such as: "What, only —c. ? Oh, I can't sell. I'll take—(perhaps 1c. higher). Mr. Garrett was there buying for Lipton, but his bids were by no means overfrequent. Mr. Croll, for Messrs. Crosfield, Lampard & Co., bid very little, on the whole, but generally

DESTROYED THE COMPETITION

with a bold and well-timed offer whenever there seemed a certain hesitancy in the room to advance as far as the shadowy boundary lines of market value. As far as I could learn, the market was, if anything, rather better than usual, one bidder averaging something like a 2c. rise on that of last week. To turn to the lighter side of the proceedings, the following will give a selection of the remarks that passed aloud, here and there:

At one point a break of 2,340 lb. in the catalogue was announced to be only 270 lb. "Why don't you correct the catalogue?"

called one. "I'll send it to you to correct next week!" returned Mr. Drury. "All in Venesta packages!" said the auctioneer, in putting some B. P. fannings of Kennington for sale. Later on the question whether they were packed in Venesta was considered so important that Mr. Drury was requested to send a clerk to telephone an inquiry as to the chests used. The tea was Nahalma broken Pekoe. "I'll give you 45c. if they're not in Venestas!" was one exclamation.

A FINISH UP BID

of 41c. for Clunes' Pekoe made the room musical, or the reverse—for several notes were blended in a discordant whistle. For O.S.S. an offer of 40c. being successful, a non-bidder shouted across "Don't sell without seeing me." Over Lamiliere teas business was proceeding so rapidly that several were unaware exactly which lot was being dealt with. "Where are you now?" called one. "Pekoe!" was the reply. "What did you do with the Pekoe Souchong?"—"You bought it at 42c.!" was the crushing rejoinder. When things were going to sleep a little, and someone, missing a bid he thought was his, gave vent to his feeling a little, he fetched a sharp retort from the person reflected on. "Oh! Oh!" said a few. "Well, I won't stand that from anybody," the injured one replied. "No, don't," went the chorus. "Knock him down. Sit on him. Jump on his chest!" and so on ad lib.

Even to an outsider the Colombo tea sales are far from dull.—Ceylon Observer.

How To Make Money

HANDLE ATTRACTIVE GOODS.
KEEP YOUR SHELVES NEAT.

Brighten up your Store with



Art Mustard
Art Ceylon Coffee
Art Extracts
Art Spices
Art Baking Powder

THEY HAVE NO EQUAL.
QUALITY SIMPLY SUPERB.

We have 7 designs in new labels for baking powder under private brands, all most handsomely lithographed in 7 colors and gold; these designs are owned and controlled by us. Write for Quotations and Samples.

MAYELL & CO. - - TORONTO

MANITOBA MARKETS.

WINNIPEG, April 24, 1899.

THE weather is very fine and warm, and seeding is now pretty general. The wheat market is excited and fluctuating as the bad reports from Kansas have been more than confirmed. It is almost impossible to quote any price that would be likely to be correct when this gets into print.

A new departure in the business world has been the visit of the representatives of Ontario and Quebec fruit houses, endeavoring to dispose of the stock of the three incoming steamers from the Mediterranean. This would indicate that more and more the men of the east are looking to the west for their market. The consumption of oranges and lemons is always very large at this point.

TEA—Ceylons are higher with every indication of a firm and steady market. From reports it would appear that there will be a difference in the opening price of from 1d. to 2d. per lb. on these teas (ordinary medium grades). Representatives of the various houses that have visited the city all assured buyers that the prices were firm and likely to advance. In China tea, direct orders with limits are now being given, but it is impossible at present to say how the market will open as it is always largely affected by the Russian demand. Japan shows nothing new to report as no large offers have been made. Several sales have gone through at prices ranging very much the same as last year.

COFFEE—Market slow and dull. No. 5 Rios, from 8¼ to 9c.; extra fancy Arabian Mocha, 30c.; extra fancy Java, 33c.

SUGAR—There has been an additional advance of 5c. per 100 lb. by refiners, but so far the price has not advanced here and quotations are still at 5¼c.

CEREALS—Beans are offering very freely, but price is maintained and \$1.40 is asked for first-class hand-picked. Rolled oats are without change. Pot barley has declined and new stocks are quoted to arrive at \$2.40.

CANNED GOODS—The market is much the same as last week. Tomatoes are really selling here below their market value. Well-known brands are quoted by some houses at \$2.30, others \$2.25, while less notable brands run as low as \$2.15. Peas are \$1.95 for Marrowfats, and \$2 to \$2.25 for sifted. In corn, ordinary brands, \$2.30, but St. John Valley corn is quoted at \$2.50.

CANNED MEATS—The competition is very keen here at present, and it would appear that (freight added) they are being sold lower here than at any point in Canada. Of course, the range of brands is so large it is difficult to quote prices, but for choice American brands the following is correct: Corned beef, 2-lb. tins, \$2.65; 1-lb. ditto,

\$1.50; brawn, 2-lb., \$2.25; pigs' feet, \$3; roast beef, 2-lb. tins, \$2.65; 1-lb. ditto, \$1.50; lunch tongue, 1-lb. \$3.30; 2-lb. ditto, \$6.25; 1½-lb. ox tongues, whole, \$9.50; 1-lb. chipped beef, \$2.75.

DRIED AND EVAPORATED FRUITS—The feeling in evaporated apples is for higher prices, though 11c. straight is still quoted. Dried apples have shown a tendency to decline. A few cars are due to arrive, and are quoted from 7½ to 8c. It is likely, however, that these cars exhaust the possible supply. Californian apricots are clearly out of the market at the prices asked. They would be worth 19c. laid down here at the present time, and that price is prohibitive. Peaches are also scarce and high. Unpeeled are quoted at 14 to 15c. In peeled, none are offering, but, at any rate, there would be little sale for them if the price was in proportion to that of unpeeled. Prunes are firm, with slightly higher tendencies. Quotations run from 5½ to 9c., according to size and quality. Pitted plums range from 8½ to 9½c. Usually, the demand for these goods has not been large, but, owing to the very high prices of apricots, peaches and nectarines, there has been a considerable run on prunes and pitted plums, and the prices are better and the sales larger than ever before. In raisins and currants, the demand is normal and prices are without change. Cooking figs are cheap, and, though the sales are fairly large, the market is weak.

HONEY—Comb honey is scarce, and buyers are anticipating difficulty in filling requirements for strictly first-class comb. One house received an importation of 5,000 lb. the other day, but were warned that no more could be had. Dealers think it probable that they might have to go to California to replenish their stocks.

CHEESE—Market dull, with no change in price. A few cheese factories are open, but no new cheese will be delivered for some time; in fact, the dairy commissioner is using every inducement to persuade factory men to keep unripened cheese off the market.

EGGS—The market is peculiar. Although so very scarce last week the price did not advance as high as might have been looked for. The feeling now is more easy, and it is likely that from this on prices will be more reasonable. Dealers are offering 16c. Winnipeg.

BUTTER—The situation has changed very little. Small lots of choice dairy butter bring 16 to 17c.; separator made in bricks is worth 20c. Medium and low-grades are now asked for, and, when sold at all, prices are on a sliding scale.

CURED MEATS—Are without change.

GREEN FRUITS—Little change to report.

Retail houses are showing cherries and asparagus to-day, but wholesale houses have not touched them yet. Strawberries went as high as \$8 and \$8.50 during the week, but are lower to day, and are quoted at \$7.50 for the case of 24 boxes that retail at 60c. Oranges have not changed in price. Quite a few Tangerines have been on this market during the past two months, and wholesale men report them as growing in favor. They are so sweet and with such a full flavor that it would seem they only need to be known to be more freely appreciated. Bananas are arriving in car lots so freely that they are somewhat of a drug on the market, and prices have gone down from 50 to 25c. per bunch. Quotations to-day are \$2.25 to \$2.50.

SOME FOOLS.

WHILE I was quite young I "got a job" with a one-horse grocer in a large city. I had ideas of my own, and, having actually become a factor in the selling of good products, I decided to put into play some of my grocery thoughts and fancies. This grocer was one of those individuals commonly tagged as slow. His 2 x 4 grocery didn't come up to my youthful ambition at all. I liked to look out on the street—so I surprised the windows. Of all things that make against a store, dirty show-windows are among the worst. My next attack was on the shelves. "The boss" called my attention to a mistake I was making. Putting on a groceristical front, he showed me the error of my way. I was cleaning the shelves from bottom up. As fast as I cleaned a row of oysters and persimmon cans I made them dirty again. I had the right idea in my head, but I didn't use it right.

That's the way with hundreds and hundreds of advertising merchants; they advertise, but they are not doing the thing in the right way. 'Twas only to-day that I saw a holiday ad., with old fat Santa Claus much in evidence. This was in a large daily paper dated February 22, 1899. That's a case of throwing dust on dollars. Run that advertiser down, and he will tell you either that "advertising doesn't pay," or that he "just does it to encourage the poor publisher." If he says advertising doesn't pay, I'll agree with him if he will amend the statement to read: "The kind of advertising I do doesn't pay." If he practises philanthropy in the guise of giving out advertising, I want to say that he is fearfully unwise. A man would better be charitable in a direct and open manner—give what he wants to give and let it be a matter of itself—than to get it all mixed up with his business and make a mark of himself.—Geo. B. Forrester in *The Advertising World*.

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TRADE IN OTHER COUNTRIES THAN OUR OWN.

EVAPORATED APPLES STRONG.

TELEGRAMS received from the west to-night indicated a strong market there for prime evaporated apples. Orders were received late this afternoon for several cars at 8 $\frac{3}{8}$ c. for prime f.o.b. New York and were filled, but the holders declined to go on at that figure, demanding 9c., although at 8 $\frac{3}{8}$ c. several more cars could have been promptly sold. Stocks on the spot are reported to be closely controlled and the holders appear to be indifferent sellers. The demands from western buyers are said to be causing an upward tendency, notwithstanding the indifference of eastern buyers. — New York Journal of Commerce, April 22.

CALIFORNIA RAISIN SITUATION.

Regarding the raisin situation on the Coast, The California Fruit Grower says in its issue of April 15: "There has been a fair inquiry and movement. Quite a number of cars of unbleached sultanas have gone forward to Europe at the 3 $\frac{1}{4}$ c. rate. The Griffin & Skelley Co. shipped six cars to Hamburg, Germany. There is a good consumptive demand for the cheaper grades. Eastern reports indicate a firm market and light stocks. The California Raisin Growers' Association has been incorporated, and is in practical working order. The commercial packers have, with one or two exceptions, signed the new contract, and the completion of the association now depends upon the growers themselves, and they have until May 1 to sign up the necessary 80 or 90 per cent. Several large grower packers, who would not sign last season, have signed, and the association management feels confident of securing the required acreage. In that event, the California Raisin Growers' Association will be an assured fact for the next two years at least. If properly conducted, there can be no doubt as to the great benefit the association will prove to the raisin industry."

SALMON CANNING BEGUN.

The San Francisco Trade Journal, of April 14, says regarding salmon: "Fishing and canning is the order on the Sacramento, but so far the run has been light. The grade of fish is said to be good as to color and solidity of flesh. On the Columbia the season opens Saturday, but it is not likely that much will be done before towards the middle of next week. Preparations have been made for more fishing, but it looks as if gill-netters will have the advantage this season, for the water promises to be high. If the latter is realized the fish ought to

average larger in size, in which case it will take fewer to make a good sized pack. There promises to be considerable competition between buyers, particularly if the run should not be above an average. It is reported that cold-storage men will pay an advance over canners so as to secure the more desirable sized fish for Eastern markets. At this writing it is hard to learn what prices are to be paid, for it is said that the combine is waiting for the first move from outsiders, while the latter are waiting for the combine, but it looks as if 5c. will be the basis for chinooks. Since writing the above we are advised that the price of fish on the Columbia river has been settled on at 5c. Confirmed sales of chinook, canned, are reported on the basis of \$1.25 f.o.b. river for talls. How this can be done so as to make anything but a loss and pay 5c. a lb. for fish is more than we can figure out."

CALIFORNIAN PRUNE SITUATION.

The principal feature in the Californian prune market is the renewed inquiry from European exporters. The report that the French crop has been seriously damaged by late frosts, coupled with the statement that handlers in France have recalled stocks held in England, Germany and elsewhere on the Continent on commission, has, it is stated, caused European and English buyers to again turn their attention to Californian goods. There have already been sales made of several cars to go to Germany, and negotiations are said to be pending for the purchase of a number of additional cars by exporters, but the conclusion of the transactions has been delayed, we understand, owing to the difference in views of buyers and sellers. There are said to be other and quite numerous export inquiries, but, in view of the comparatively limited stocks on the spot, no large business, it is held, is likely to occur whether buyers finally come up to sellers' prices or the latter agree to accept the bids of buyers.

The spot demand for Californian prunes is fairly active, but it is of a hand-to-mouth character, and jobbers seem to be doing most of the business, and the market is somewhat unsettled in consequence of offerings of inferior rejected goods. The large sizes of prune fruit are reported to be in small supply, and there is not much of the smaller fruit to be obtained, we understand, from first hands either here or on the Coast. Mail reports from California are to the effect that the effort to get higher prices on stocks remaining there has not met with much success. The California Fruit Grower, in its issue of April 15 says that the f.o.b. price on that date was 3 $\frac{1}{4}$ c. for outside stock

and 3 $\frac{1}{2}$ c. for Santa Clara fruit. The four sizes are said to be practically exhausted on the Coast, and what remains are being held for the regular trade, sellers rejecting all bids from speculators.

According to mail advices from California just received here, the proposed prune combination has not yet been launched. A private letter from San Jose says that the fruit union people are working hard to make the combination a success, but as yet there is not much to show as a result of their labors. The writer says further: "Whether they (the fruit union) will be able to hold enough growers in line to make the thing a success remains to be seen, although they claim to have received much encouragement for their efforts from New York correspondents." — New York Journal of Commerce.

ALMONDS IN LONDON.

London stocks of Jordan almonds on April 1 were 14,065 boxes and 87 packages, compared with 9,386 boxes and 258 packages at the same time last year. Of Valencia almonds there were 7,538 boxes on April 1, against 5,612 boxes at the same date last year and 6,566 boxes in 1897.

AN INJUDICIOUS "AD."

A Brockton (Mass.) grocery store, according to an exchange, has been advertising once in a while a "barrel of ginger snaps for 25c." The day after one of these "ads." appeared, a woman drove up in a democrat wagon, which she proceeded with some trouble to back up in front of this store. After she had arranged everything satisfactorily she went into the store and asked for a barrel of those ginger snaps. When one of the clerks handed her out one of the little imitation barrels in which they come, she was highly indignant, and marched out without purchasing.

SAMPLE-ROOM ACCOMMODATION WANTED.

Commercial travelers are frequently heard to complain about the lack of sample-room accommodation at many points throughout the country. Travelers sometimes have to wait two or three days before they can secure a sample-room, in cases where several travelers arrive at one time and have to wait their turn. At several of the larger towns it would be a profitable investment for some enterprising citizen to have a few good sample-rooms fitted up. The travelers would be glad to pay for a room in preference to being obliged to wait a length of time when the rooms in connection with the hotels are engaged. At points like Brandon, Portage la Prairie, Calgary, Prince Albert, etc., it would probably be found a profitable investment for some resident to fit up a few good rooms for the commercial men. — Winnipeg Commercial.

PARLORS

“Eagle,” 200's and 100's.

“Victoria,” 65's.

“Little Comet”

SULPHUR

“Telegraph”

“Telephone”

“Tiger”

**Eddy's
Matches.**

THESE MATCHES

are known as the best in Canada,
and are famous for their

CERTAINTY IN PRODUCING A LIGHT.

ABSENCE OF BAD ODORS.

IMPERVIOUSNESS TO MOISTURE

IN ANY CLIMATE.

See that you are well stocked with all of EDDY'S BRANDS.
Present prices subject to change without notice.

The E. B. EDDY CO., Limited

HULL.

MONTREAL.

TORONTO.

**Hamilton,
Winnipeg,**

**London,
Vancouver,**

**Kingston,
Victoria,**

**St. John, N.B.,
St John's, Nfld.**

**Halifax,
Quebec.**

BUSINESS CHANGES.**DIFFICULTIES, ASSIGNMENTS, COMPROMISES.**

FRANK Parker, general merchant, Adelaide, Ont., has assigned to D. M. Cameron, London.

Max Winter, general merchant, Grand Mere, Que., has assigned.

Eliza J. Feir, grocer, etc., Cobourg, Ont., has assigned to Wm. Bennett.

J. N. Laird, general merchant, Foxboro, Ont., has assigned to J. E. Hay.

Eusebe Pelletier, general merchant, Etchemin, Que., has compromised.

F. A. Blouin, general merchant, St. Marie (Beauce), Que., has assigned.

P. Sirois, general merchant, Riviere St. John, Que., has effected a compromise.

E. Brammer, general merchant, Sharon, Ont., has assigned to John Ferguson, Toronto.

D. J. McDonald, general merchant, Bridgeport, N.S., is offering 50c. cash on the dollar.

Henri Roberge, general merchant, Ste. Varsite Station, Que., has compromised at 40c. in cash.

O. Ricard, general merchant, St. Valere du Bulstrode, Que., has compromised at 60c. on the dollar.

Alex. Stuart, grocer, Port Colborne, Ont., has assigned to Frank A. Stuart, and a meeting of creditors will be held on May 1.

PARTNERSHIPS FORMED AND DISSOLVED.

Partnership has been registered by The Canada Vinegar Co., Montreal.

The Oriental Tobacco Co., Montreal, has registered partnership.

N. Lapointe, grocer, Montreal, has admitted his sons under the style of N. Lapointe & Fils.

Daoust Freres, grocers, Montreal, Que., have dissolved, J. B. V. Daoust continuing under the same style.

John J. Ryan and Andrew Laing have registered partnership under the style of The Montreal Canning Co.

Messier and Leduc, grocers, St. Hyacinthe, Que., have dissolved, Honore Messier continuing alone in his own name.

Barker, Miller & Gardiner, grocers, etc., Macleod, Man., have dissolved, E. C. Miller retiring. The style is now Barker & Gardiner.

Thompson & Scott, general merchants, etc., Shubenacadie, N.S., have admitted J. A. Ervin, under the style of Thompson, Scott & Co.

John Campbell and Agnes M. Dunton have registered partnership under the style of Campbell & Co., general merchants, Richmond, Que.

J. P. Beauchamp, general merchant, Qu'Appelle Station, N.W.T., has admitted

J. A. Longpre under the style of J. P. Beauchamp & Co.

McDonald & McGillivray have been succeeded by Daniel H. McGillivray and Edward McIntosh under the style of McGillivray and McIntosh, general merchants, Antigonish, N.S.

SALES MADE AND PENDING.

E. T. Girard, grocer, Montreal, has sold out.

Elie Gauthier, grocer, Valleyfield, Que., has sold out.

J. P. Lemon, general merchant, Churchill, Ont., is advertising his business for sale.

The stock of C. W. Stone, grocer, Westmount, Que., has been sold at 52c. on the dollar.

Deckett & Co., grocers and tea dealers, Edmonton, N.W.T., have sold out their grocery business.

The assets of Louis Turcotte, tobacco and cigar dealer, St. Hyacinthe, Que., have been sold at 55c. on the dollar.

The stock of A. Spenard, general merchant, St. Jean de Chaillons, Que., has been sold at 57c. on the dollar.

The general store stock of the late W. W. Johnson, general merchant and hotelkeeper, Walsh, Ont., has been sold to Archibald McColl.

CHANGES.

J. J. Clancy, confectioner, Halifax, is out of business.

A. S. Vinet, grocer, Montreal, has retired from business.

A. A. Labrecque, grocer, Montreal, is retiring from business.

R. R. Preneveau, provision dealer, Montreal, is out of business.

John Langevin, grocer, St. Hyacinthe, Que., is giving up business.

J. F. McLaren, general merchant, Lower Argyle, N.S., has sold out to P. L. Hatfield.

The premises of Antoine Legay, tea merchant, etc., Montreal, have been closed and stock seized.

W. G. Blythe & Co., general merchants, Melita, Man., have sold out to T. A. Blackwell.

Turner & Co., general merchants, Bracebridge, Ont., have been succeeded by S. Brown.

J. D. Ramsay & Co., general merchants, Plumas, Man., have sold out to W. Ramsay.

The premises of T. Dwyer & Co., tobacco and cigar dealers, Montreal, have been closed.

John Gay, general merchant, Central Ontario Junction, Ont., has been succeeded by John A. Bell.

Onesime Duval, grocer, Three Rivers, Que., will be succeeded, on May 1, by Duval & Bellefeuille.

C. H. Holmes, general merchant, Atwood

and Newry, Ont., has sold out his Newry branch to T. Tennant.

Nicholas H. Morrell has registered as proprietor of A. Morrell & Co., manufacturers jams, pickles, etc., Montreal.

DEATHS.

Wm. Gee, grocer, Uttoxeter, Ont., is dead.

CANADIAN GOODS WANTED.

The London, Eng., representative of THE CANADIAN GROCER writes: The following inquiries have recently been received at the office of the High Commissioner for Canada in London from firms desiring to do business with Canada:

An inquiry has been received from the Government agent in Antwerp for the names of firms in the Dominion wishing to import Belgian starch, chicory, and meerschaum. The names of exporters of hides (salted and dry), tobacco (unmanufactured), and boots and shoes are also asked for from the same quarter.

A firm of pressed-glass makers in the north of England ask for the names of importers and distributors of glassware, or of glass, china and earthenware.

A Scotch firm of flour and grain commission agents wish to be placed in connection with a good shipper of oats from Canada. They would also like to represent a good provision house.

A gentleman at present buying Russian fir cask staves, wishes to import similar goods from Canada, if satisfactory prices are quoted. The sizes required are 41 1/2 x 9-16 x 2 1/2-6, and 27 x 3/4 x 3-7.

The agent for the Government at Cardiff has received an inquiry in reference to raspberry pulp from a large firm who prepare raspberry juices and essences. For a good sample they are prepared to guarantee a good minimum price.

A Glasgow firm are open to import broom handles on commission or to buy such goods outright, by arrangement. They also inquire for shippers of seeds and peas.

The patentee of an enamel for refixing dental plates wishes to correspond with buying agents and wholesale chemists in the Dominion who would be open to do business in this line.

Any communications received at this office in regard to the above will be forwarded to their proper destination.

The Imperial Syrup Co., that recently erected a factory in Vancouver, is now making all grades of syrup. The raw material used is the syrup produced as a by-product at the British Columbia sugar refinery, Vancouver.

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PERSONS addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

Royal Snaps

Please ask for samples and price of best Ginger Snap in Canada.

THE HOME CAKE CO.
GUELPH, ONT.

In Baking Powder

THREE STANDARDS ARE:

WHITE SWAN

1-lb. Tin, 25c.

ROYAL CANADIAN

1-lb. Tin, 15c.

QUEEN'S FAVORITE

1-lb. Tin, 10c.

Supplied through the trade.

SMITH & SCOTT, Mfrs.

TORONTO

DON'T PAY FREIGHT ON WATER

CONCENTRATED GRAPE WINE VINEGAR, best and most economical Vinegar made. One gallon Concentrated makes 25/27 gallons Standard Vinegar—Great saving in weight and freight. Write for sample.

Agents—

W. H. SEYLER & CO.

Room 100, Board of Trade, TORONTO

Agents for HEINRICH FRANCK SOHNE & CO.

German Chicory, Coffee, Extracts and Essences
LUDWIGSBURG, GERMANY FLUSHING, N.Y.

COWAN'S

Hygienic Cocoa

Royal Navy Chocolate

AND

Famous Blend Coffee

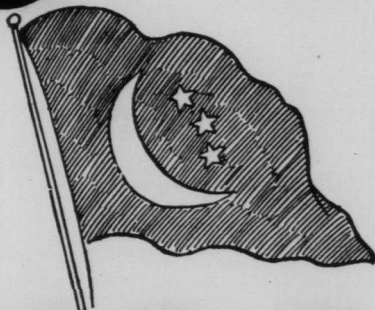
are the favorites with all grocers.

THE COWAN CO., LIMITED, TORONTO



IS THE BEST.
ASK FOR
MOTT'S

THE **SIRDAR'S**
REGISTERED



MOCHA

PREPARED BY SPECIAL PROCESS AS IN EGYPT

CAN NOW BE HAD IN CANADA.

Makes the most delicious cup of coffee obtainable.

Any Person selling or putting up Imitations, lays himself open to Prosecution.

For Sale in 1 and 2-lb. tins by all Wholesale Grocers.

ACME MILLS, 126 and 128 Queen Street, MONTREAL.



The way of going after it Has all to do with getting it.

SILVERINE PROFITABLE ATTRACTIVE GUARANTEED

Is a trade builder.

See our quotations.

SILVERINE MFG. CO. - - MONTREAL.



Cow Brand Baking Soda

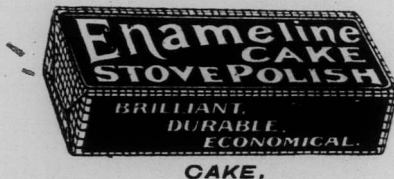
is making wonderful progress in regard to sales. The demand increases every month. Every farmer's wife in Ontario has our recipe book, which has been mailed at the rate of 5,000 per week for some months past.

GROGERS:—Do not let your stock run out; every wholesale house carries all sizes of packages.

JOHN DWIGHT & CO.
TORONTO AND MONTREAL.

Enameline

The Modern STOVE POLISH



We present herewith cuts showing the three different forms of package in which Enameline is put on the market. The enormous amount of advertising being done to familiarize housekeepers with the name enables merchants to make quick sales. Don't load up with unknown brands—that's dead stock.



J. L. PRESCOTT & CO., New York.

SETTLED IN TORONTO.

IT is stated in the columns of THE CANADIAN GROCER in December last that I. M. Mayell & Co., London, Ont., intended moving to Toronto, the firm being of the opinion that the "Queen City" afforded better facilities for the carrying on of their business.

A few days ago a representative of THE CANADIAN GROCER paid a visit to the company's new quarters at 86 Richmond street east, Toronto. The building is four storeys and of red brick, with an addition specially built for the coffee roasting branch of the business. The name of the firm is now Mayell & Co., Mr. I. M. Mayell having retired from the business in December last. A rumor had been circulated that the company, in removing from London, had brought with it the machinery and stock, but there was no evidence of this when a tour was being made through the various departments of the new factory. The rumor in question was broached to Mr. Mayell, who replied: "The old plant was left in London. All our machinery, labels, and stock are new in every respect." Then Mr. Mayell produced a copy of the contract made with his successor in London. The following is an extract from the same: "Whereas the vendors have agreed with the purchaser for the sale to him of the stock in trade, machinery, fixtures, tools, stencils, etc., of the business carried on by them in the city of London aforesaid, upon the terms and conditions hereinafter set out: (B) Their stock of labels now on hand, excepting 'Art' baking powder labels and 'Electric Leaven' labels, it being under-

stood and agreed that the purchaser may use any labels purchased by him from the vendors with the vendors' name upon them, but that he shall not be entitled to reorder labels with the vendors' name upon them without the sanction of the vendors."

"Was it understood that when you sold out your London business that you intended to remove to Toronto?"

"Certainly; it was well known that we were going to start up in Toronto."

"But has it not been rumored that your successor did not know that you were going to remove to Toronto?"

"Is that so?" exclaimed Mr. Mayell, with some surprise. "I do not see how such a rumor could have got abroad. Our successor had a perfect knowledge of our intention to remove to Toronto. We did not sell him the good-will of our business, you see. Our agreement plainly shows that we reserved our baking powder labels and business entirely, and there was nothing prohibitive ever mentioned by my successor in regard to our starting up again. In fact, he is a most agreeable gentleman, and seems to have every confidence in his ability to do business from our old stand, and told us we were at liberty to start even in London if we wished."

The factory of Mayell & Co. at 86 Richmond street east is one of the most complete of its kind in Toronto. The goods put up under the firm's new brands and labels are most attractive. Mayell & Co. should meet with success in their new venture.—Advt.

James Gass, of Jas. Gass & Sons, general merchants, Shubenacadie, N.S., is dead.

NEW FIRMS COMMENCING.

Oscar Voisard has started as grocer in Montreal.

Alphonse Daoust has started as grocer in Montreal.

Geo. Martel has opened a grocery store in Montreal.

Barrett & Connell are starting as grocers in Montreal.

Garton & Farquhar have started a grocery store in Winnipeg.

Alfred Richer is starting as confectioner in St. Hyacinthe, Que.

J. T. Bourgeois is opening a grocery store in St. Hyacinthe, Que.

Nazaire Freshette is opening a grocery store in St. Hyacinthe, Que.

Guimond & Cadieux have started as tobacco dealers in Montreal.

Taylor & Methers have opened a general store in Weyburn, N.W.T.

Amyotte & Morand have started as fruit dealers and grocers in Valleyfield, Que.

Ledoux & Burgoyne have opened a general store in McCreary Station, Man.

Graves, Bean & Co., general merchants, Tilsonburg, Ont., have opened a branch at Otterville, Ont.

SUGAR BEETS IN PRINCE EDWARD ISLAND.

The Charlottetown Morning Guardian, in referring to the movement to establish a beet sugar industry in Canada, adds: "It may be that Prince Edward Island will some day have a great beet sugar factory as a notable addition to our present few and small industries. When the time comes, it will mean a large annual disbursement of cash among our farmers—which is now sent abroad to maintain foreign industries instead of our own."



Good in Any
Climate
Wherever
There Are Flies.

TANGLEFOOT

SEALED
STICKY
FLY
PAPER.

Ask
Your
Jobber.

Quotations from
etc., are supplied
agents, who all
accuracy. The
If a change is re-
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as a matter of
request it or n

BAE



4 lb. cans, 1
5 lb. cans, 1

Cook's Fric
Size 1, in 2 a
10, in 4 d
2, in 6
12, in 6
3, in 4
Pound tins,
oz. tins, 1
oz. tins, 4
lb. tins, 3

Diamond-
1 lb. tins, 2
1/2 lb. tins, 3
1/4 lb. tins, 4
Silver Cream
cases
English Ore
cases
1 lb. tins,
Kitchen Qu
cases



Laundry Blue

This is the season for Laundry Blue.
How is your stock of

The Delight of the Laundry KEEN'S OXFORD BLUE?

It is the most popular Blue in Canada.
It is packed in 3 oz. (5 cent size), 1/4-lb. and 1-lb. packages.

Manufactured by the makers of

KEEN'S MUSTARD.

Current Market Quotations for Proprietary Articles

April 27, 1899.

Quotations for proprietary articles, brands etc., are supplied by the manufacturers or agents, who alone are responsible for their accuracy. The editors do not supervise them. If a change is made, either an advance or decline, it is referred to in the market report as a matter of news, whether manufacturer request it or not.

BAKING POWDER.

PURE GOLD.

3 oz. cans, 4 and 6 doz. in case	95
4 oz. cans, 4 and 6 doz. in case	1 40
6 oz. cans, 2 and 4 doz. in case	1 80
8 oz. cans, 2 and 4 doz. in case	2 70
12 oz. cans, 2 and 4 doz. in case	3 60
16 oz. cans, 2 and 4 doz. in case	4 50
2 1/2 lb. cans, 1 and 2 doz. in case	9 00
4 lb. cans, 1 doz. in case	14 40
5 lb. cans, 1 doz. in case	18 00

Cook's Friend—	
Size 1, in 2 and 4 doz. boxes	\$ 2 40
Size 10, in 4 doz. boxes	2 10
2, in 6 "	80
12, in 6 "	70
3, in 4 "	45
Pound tins, 3 doz. in case	3 00
oz. tins, 3 "	2 40
oz. tins, 4 "	1 10
lb. tins, 1/2 "	14 00

Diamond—	
1 lb. tins, 2 doz. in case	per doz. 2 00
1/2 lb. tins, 3 "	1 25
1/4 lb. tins, 4 "	0 75

THE F. F. DALLEY CO.	
Silver Cream, 1/4 lb. tins, 4 to 6 doz. cases	\$0 75
English Cream, 1/2 lb. tins, 4 to 6 doz. cases	1 5
1 lb. tins, 2 to 4 doz. cases	2 00
Kitchen Queen, 1/4 lb. tins, 4 to 6 doz. cases	0 55

1/2 lb. tins, 4 to 6 doz. cases	0 80
1 lb. tins, 2 to 4 doz. cases	1 15
English Cream, glass tumblers	0 75
1/2 lb. jellies	1 25
1/2 lb. jellies	2 25
1/2 lb. Crown sealers	2 25

JERSEY CREAM BAKING POWDER.

1/2 size, 5 doz. in case	40
1/4 " 4 " "	75
1/2 " 3 " "	1 25
1 " 2 " "	2 25

SNOW DRIFT BAKING POWDER.

1/4 lb. tins, 4 doz. in case	per doz \$ 75
1/2 " 3 " "	1 20
3 " 1 " "	2 00
1 " 1 " "	6 50
5 " 1/2 " "	10 00
10 lb. boxes	per lb. 16
35 lb. pails	16

WHITE SWAN BAKING POWDER.

1/4 lb. tins, 3 doz. in case	per doz. 0 80
1/2 " 3 " "	1 10
3 " 3 " "	2 00
5 " 1 " "	9 00

CANADA MFG. CO.

Queen Baking Powder, 1/2-lb. tins	1 20
1-lb. tins	2 15



BLACKING.

P.G. FRENCH BLACKING	
No. 4, 1/4 grs. lxs.	per gross \$4 00
" 6, 1/4 " "	4 50
" 8, 1/4 " "	7 25
" 10, 1/4 " "	8 25
" 10, Jet Enamel	8 25

THE F. F. DALLEY CO.

English Army Blacking, 1/4 gross cases	\$9 00
No. 2 Spanish " "	3 60
No. 3 " "	4 50
No. 5 Spanish Blacking, 1/4 gross cases	7 20
No. 10 " "	9 00
Yucan Oil Blacking, 1 doz. cases, liquid	2 00
New York Dressing, 1 doz. cases	0 75
Spanish Satin Gloss, " "	1 00
Crescent Ladies' Dressing, 1 doz. cases	1 75
Spanish Glycerine Oil Dressing	2 00

THE ALPHA CHEMICAL CO.

Stove Polish—	
Quickshine Polish	per gross 9 00
Electric Crown Paste	8 00
Electric Crown Lead Bar	7 80

Patent Stove Polish—

Sunlight Lead Bar 6's	per gross \$2 25
Packed in 1/2 gross cases	
unlight Liquid, 1/4 gross cases	10 80
Moody's Black Lead 3's	4 25
1/2 gross case Reliable Stove Pipe Varnish	14 40
1/4 gross cases 6-oz. bottles	12 00
Quickshine Pipe Varnish, pressed top tins	9 00

Alpha Metal Polish No. 2	9 00
Shoe Dressing— in 1/4 gross cases	
French Oil in 3-doz. cases	2 20
Reliable Shoe Dressing	9 00
Eclipse Combination tan	12 00

Moody's Ox Blood	12 00
Chocolate	12 00
Alpha Chemical Co. French Castor Oil	9 00
Alpha Chemical Co. Refined Sweet Oil	9
Alpha Chemical Co. Turpentine	7 80
Moody's Non-Corrosive Inks	4

Shoe Blacking—	
Reliable French Blacking, No. 5	in 1/4 gross cases, 9 00
" No. 2	4 50
United Service Blacking No. 4	8 00

United Service Blacking No. 1 1/2	4 25
Patent Leather Polish No. 1 1/2	9 00
Waterproof Dublin No. 4	9 00

BIRD SEEDS

THE F. F. DALLEY CO.	
Dalley's Spanish Bird Seed, 40 lb. cases	0 06
Dalley's Bird Seed, 40 lb. cases	0 06 1/2
NICHOLSON & BROCK.	
Brock's Bird Seed	0 07
Norwich Bird Seed	0 06
Maple Leaf Bird Seed	0 05
Bird sea-gravel, 10c. pkts., 24 in case	0 06
5c. " 48 "	0 03

BLUE.

KEEN'S OXFORD.	per lb
Per lb	\$0 17
In 10 box lots or case	0 16
Reckitt's Square Blue, 12-lb. box	0 17
Reckitt's Square Blue, 5 box lots	0 16

BLACK LEAD.

Reckitt's, per box	1 15
Box contains either 1 gro., 1 oz. size: 1/2 gro., 2 oz. or 1/4 gro., 4 oz.	

CORN BROOMS

BOECKH BROS & COMPANY.	doz net
Bamboo Handles, A, 4 strings	3 25
" B, 4 strings	3 05
" C, 3 strings	2 90
" D, 3 strings	2 70
" F, 3 strings	2 45
" G, 3 strings	2 15
" I, 3 strings	1 70

CHEWING GUM.

ADAMS & SONS CO.	per box
Tutti Frutti, 36 5c. bars	\$1 20
" (in cream pitcher) 36 5c. bars	1 20
" (in sugar bowl) 36 5c. bars	1 25
" (in glass jar) 115 5c. pkgs.	3 75
Pepsin Tutti Frutti (in glass jar) 115 5c. packages	3 75
Pepsin Tutti Frutti, 23 5c. packages	0 75
Round Pepsin, 30 5c. packages	1 00
Cash Register, 390 5c. bars and pkgs.	15 00
Cash Box, 160 5c. bars	6 00
Tutti Frutti Show Case, 180 5c. bars and packages	6 00
Variety Gum (with book in each box) 150 1c. pieces	1 0
Banner Gum (English or French wrappers) 115 1c. pieces	
Filtration Gum (English or French wrappers) 115 1c. pieces	

41 YEARS is a long time to maintain one position in the starch business in Canada, namely—**AT THE HEAD**. During that time competition has invited a lowering of prices at the expense of quality: but we believed then, and believe now, that "quality" in Starch, as in everything else, is the corner stone of a successful business. This has been proved for **41 YEARS** with

Benson's Prepared Corn AND Edwardsburg Silver Gloss

You must not confuse the **Edwardsburg Silver Gloss** with any other so-called "Gloss" Starch, because that would not be fair to **Silver Gloss**, which is made from the very best selected corn, by the most skillful workers in the country.

THE EDWARDSBURG STARCH CO., Limited CARDINAL, ONT.

Mexican Fruit, 36 5c bars.....	1 20
Sappota, 150 1c pieces.....	0 90
Orange Sappota, 150 1c pieces.....	0 75
Black Jack, 115 1c pieces.....	0 75
Red Rose, 115 1c pieces.....	0 75
Magic Trick, (English or French wrappers) 115 1c pieces.....	0 75

CHOCOLATES & COCOAS.

Cocoa— EPPS'S.		per lb.
Case of 14 lbs. each.....	0 35	
Smaller quantities.....	0 37½	
CADBURY'S.		
Frank Magor & Co., Agents.	per doz	
Cocoa essence, 3 oz. packages.....	\$1 65	
Mexican chocolate, ¼ and ½ lb. pkgs.		per lb.
Rock Chocolate, loose.....	0 40	
" " 1-lb. tins.....	0 42½	
Nibs, 11-lb. tins.....	0 35	

TODHUNTER, MITCHELL & CO.'S.

Chocolate—		per lb.
French, ¼'s—6 and 12 lbs.....	0 30	
Caracacas, ¼'s—6 and 12 lbs.....	0 35	
Premium, ½'s—6 and 12 lbs.....	0 30	
Sante, ¼'s—6 and 12 lbs.....	0 26	
Diamond, ¼'s—6 and 12 lbs.....	0 22	
Sticks, gross boxes, each.....	1 00	
Cocoa—		
Homeopathic, ¼'s, 8 and 14 lbs..	0 30	
Pearl, " " " " " " " "	0 25	
London Pearl 12 and 18 " " "	0 22	
Rock " " " " " " " "	0 30	
Bulk, in boxes.....	0 18	
Royal Cocoa Essence, package		per doz
	40	

Chocolate— FRY'S.		per lb.
Caracacas, ¼'s, 6-lb. boxes.....	0 42	
Vanilla, ¼'s, " " " " " "	0 42	
"Gold Medal" Sweet, ¼'s, 6 lb. bxs.	0 29	
Pure, unsweetened, ¼'s, 6 lb. bxs.	0 42	
Fry's "Diamond," ¼'s, 14 lb. bxs.	0 24	
Fry's "Monogram," ¼'s, 14 lb. bxs.	0 24	

Cocoa—		per doz
Concentrated, ¼'s, 1 doz. in box..	2 40	
" " ½'s, " " " " " "	4 50	
" " 1 lbs. " " " " " "	8 25	
Homeopathic, ¼'s, 14 lb. boxes ..		
¼ lbs. 12 lb. boxes ..		

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.

Mott's Broma.....	per lb.	0 30
Mott's Prepared Cocoa.....		0 28
Mott's Homeopathic Cocoa (¼'s).....		0 32
Mott's Breakfast Cocoa (in tins).....		0 40
Mott's No. 1 Chocolate.....		0 30
Mott's Breakfast Chocolate.....		0 28
Mott's Caracacas Chocolate.....		0 40
Mott's Diamond Chocolate.....		0 23
Mott's French-Can. Chocolate.....		0 16
Mott's Navy or Cooking Chocolate..		0 28
Mott's Cocoa Nibs.....		0 35
Mott's Cocoa Shells.....		0 05
Vanilla Sticks, per gross.....	0 21	0 43
Mott's Confectionery Chocolate.....	0 19	0 30
Mott's Sweet Chocolate Liquors.....		

COWAN COCOA AND CHOCOLATE CO.

Hygienic Cocoa, ¼ lb. tins, per doz..	\$3 75	
Cocoa Essence, ¼ lb. tins, per doz..	2 25	
Soluble Cocoa, No. 1 bulk, per lb.....	0 20	
Diamond Chocolate, 12 lb. boxes,		
¼ lb. cake, per lb.....	0 25	
Royal Navy Chocolate, 12 lb. boxes,		
½ lb. cake, per lb.....	0 30	
Mexican Vanilla Chocolate, 12 lb.		
boxes, ¼ lb. cake, per lb.....	0 35	

COCOANUT.
CANADIAN COCOANUT CO.

White Moss Brand—		
½ lb. Packages, 15 or 30 lb. cases....	0 27	
¼ & ½ lb. " " " " " " " "	0 27½	
¼ " " " " " " " "	0 28	
½ " " " " " " " "	0 29	
¾ " " " " " " " "	0 29	
1 " " " " " " " "	0 30	
Bulk—		Brls
White Moss, 10, 15 or 20 lb.	0 18	
Feather Strip, " " " " " " " "	0 20	
Ribbon, " " " " " " " "	0 18	
Special Shred, " " " " " " " "	0 16	
Macaroon, " " " " " " " "	0 16	
Crown Desic'd, 12, 20 25 " " " "	0 16	
Special, " " " " " " " "	0 15	

STANDARD COCOANUT MILLS.

Feather strips.....	18	21
Cream shredded.....	17	20
Standard.....	15	18
Macaroon.....	15	17
Dessicated.....	14	16
Shavings, in packages.....	16	18
Cream shredded, ¼ lb.	29	
½ lbs.	28	

CHEESE.



MacLaren's Imperial — Per doz

Large size jars.....	\$8 25	
Medium size jars.....	4 50	
Small size jars.....	2 40	
Individual size jars.....	1 00	
Imperial Cheese Silver Holder—		
Large size.....	18 00	
Medium size.....	15 00	
Small size.....	12 00	

COFFEE.
JAMES TURNER & CO. per lb.

Mecca.....	0 32
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12½

TODHUNTER, MITCHELL & CO.'S

Excelsior Blend.....	0 32	
Jersey " " " " " " " "	0 29	
Rajah " " " " " " " "	0 20	
Old Government Java.....	0 28	0 30
Maracaito.....	0 18	0 22
West In.ia.....	0 16	0 18
Rio, choice.....	0 12	


CLOTHES PINS.
ROECKH BROS. & CO.

Clothes Pins (full count), 5 gross in case, per case.....	0 65
4 doz. packages (12 to a case).....	0 75
6 doz. packages (12 to a case).....	1 00

EXTRACTS. per doz.

Dalley's Pure Fruit Extracts, 2½ oz. bottles, all flavors.....	\$2 00
Dalley's Tropical Extracts, 2 oz. bottles all flavors.....	0 75
Dalley's Fine Gold Extracts, 2 oz. bottles, all flavors.....	1 25
Crown Brand (Greig Mfg. Co.)—	
1 oz. Bottle, per doz.....	0 90
2 " " " " " " " "	1 50
2½ " " " " " " " "	2 00
4 " " " " " " " "	3 00
8 " " " " " " " "	6 00
4 " " Glass Stop'r " " " "	4 00
8 " " " " " " " "	4 00

P. G. FLAVORING EXTRACTS



8 oz. Glass Stopper bott.....	\$6 00
4 oz. " " " " " " " "	4 00
8 oz. Plain bottles.....	5 00
4 oz. " " " " " " " "	3 00
2½ oz. Cabinet bottles.....	2 00
2 oz. Bottles.....	1 80
1 oz. " " " " " " " "	1 20
Per gallon.....	7 00
Per pound.....	1 00

FOOD.
ROBINSON'S BARLEY AND GROATS.

Patent Barley, ½ lb. tins.....		per doz.
" " 1 lb. tins.....	1 25	
" " Groats, ½ lb. tins.....	2 25	
" " 1 lb. tins.....	1 25	
" " 1 lb. tins.....	2 25	

DALLEY'S ROYAL HYGIENIC SELF-RISING FLOURS. per doz.

Huckwheat, 2½-lb. pkgs, 3 doz. case....	1 20
Pancake, 2 lb. pkgs, 3 doz. case.....	1 20
Tea Biscuit, 2-lb. pkgs, 3 doz. case....	1 20
Graham Flour, 2-lb. pkgs, 3 doz. case..	1 20
Bread and Pastry Flour, 2 lb. packages, 3 doz. cases.....	1 20

CANADA MFG. CO.

"Star" Self-Raising Flour, 3-lb. pkgs..	1 30	
" " " " " " " " " " " "	6-lb. " " " " " "	2 60
Flexman " " " " " " " "	3-lb. " " " " " "	1 30
" " " " " " " " " " " "	6-lb. " " " " " "	2 60

GELATINES.
COX'S

2's.....	1 10
4's.....	1 20
8 Quart size,.....	2 12

RECKITT'S Blue and Black Lead {ALWAYS GIVE YOUR CUSTOMERS SATISFACTION

FAN
INDIA B
JAVI
RO

D. W. ROS
Agent

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FANCY ↔ **MOUNT ROYAL MILLS**
 INDIA BRIGHT
 JAVA
 ROYAL
 JAPAN GLACÉ
 POLISHED
 IMPERIAL SEETA
 IMPERIAL GLACÉ
RICES
 D. W. ROSS CO. Agents

HIGHEST
PAILS
TUBS
 And Wood Packages
 FOR
 Lard, Candy, Spices,
 Pickles, Syrup, etc.
 Manufactured by
The Wm. Cane & Sons Co., Limited
 Newmarket, Ont.
BOECKH BROS. & COMPANY
 Sole Agents, Toronto.
QUALITY

MONSOON

INDO-CEYLON TEA.

Monsoon shows a good profit; there is no tea you buy as cheap, quality considered. Monsoon is handled profitably by thousands of first-class grocers throughout Canada.

What a tremendous advantage you have in handling Monsoon can be judged by the fact that if your customers do not like it, it can be returned at our expense. We send samples and circulars to your customers, telling them that Monsoon can be bought from you, etc.

THE MONSOON TEA CO.
 Toronto and Montreal.

MONSOON

INDO-CEYLON TEA.

BOOKS FOR THE RETAILER

Full of good practical hints on live subjects. Every merchant should keep himself well posted on matters concerning the welfare of his business.
 The following series of pamphlets by experienced business men, deal with matters of importance to the retailer and are well worth his careful perusal.

Pitfalls of the Dry Goods Trade

Three pithy papers dealing with Credits, Honesty, Clerks, Expenses, Over-buying, Profit, Capital, etc., etc.

Buying, Selling and Handling of Teas

Three valuable articles full of ideas and suggestions for grocery men.

Causes of Failure in the Hardware Trade

and how avoided. Three comprehensive prize essays reprinted from **HARDWARE AND METAL**.

Necessary Books for a Retailer

By a practical accountant. This treatise deals with systems of bookkeeping and checking calculated to reduce mistakes and omissions, etc., etc., to a minimum. A most useful book for any retailer.

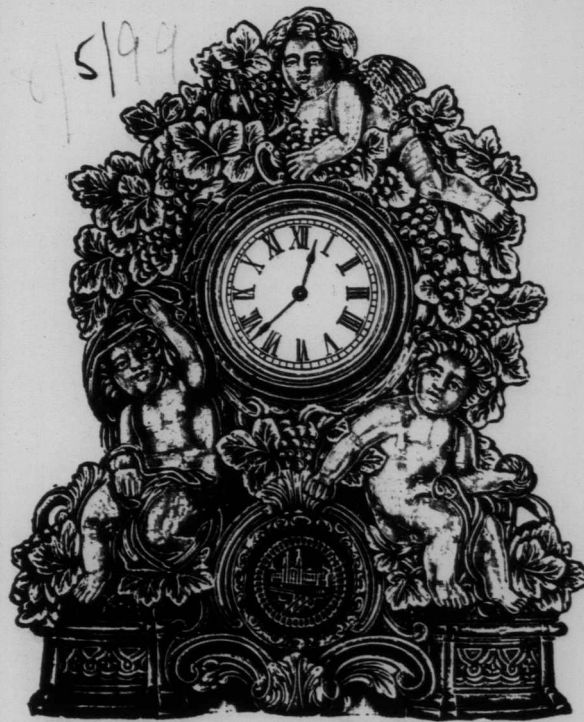
Any one of the above mailed for **10 cents**

Credits, Collections and their Management

A most complete and comprehensive work of great importance to any business man. — \$1.50.

Address

The MacLean Publishing Co. Limited
 TORONTO and MONTREAL



(Size 14 1/2 x 14 inches.)

THE DRESDEN

A large and massive

CLOCK Gold Finished.

Packed with an assortment of Adams' Tutti Frutti Gum and other brands, viz.:

72 Bars Tutti Frutti.....\$ 3 60
 30 Packages Pepsin Tutti Frutti 1 50
 72 Bars Globe Fruit..... 3 60

The Dresden, Gold Finished... 8 70
 6 50

\$15 20

Price, Complete,
\$7.00.

ADAMS & SONS CO.

(Toronto Factory)
 11 and 13 Jarvis St.,

Toronto, Ont.

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 Investigate all matters in secrecy—Burglary, Robberies, Fires, Embezzlements; Lost Friends Located; Legal and Private Reports; Movements of Employees or Friends.

INDURATED FIBRE WARE.

THE E. B. EDDY CO.

1/2 pail, 6 qt.	\$3 35
Star Standard, 12 qt.	3 80
Milk, 14 qt.	4 75
Round-bottomed fire pail, 14 qt.	4 75
Tubs, No. 1	13 30
" " 2	11 40
" " 3	9 50
Fibre Butter Tubs (30 lbs)	3 80
Keelers No. 4	2 85
" " 5	2 85
" " 6	2 85
" " 7	2 85
Milk Pans	2 85
Wash Basins, flat bottoms	2 50
" " round bottoms	2 25
Water Closet Tanks	17 00
Dish Pan, No. 1	7 60
" " 2	6 20
Barrel Covers and Trays	4 75
Railroad or Factory Pails	4 75

JAMS AND JELLIES.

SOUTHWELL'S GOODS. per doz

Frank Magor & Co., Agents.

Orange Marmalade	1 50
Clear Jelly Marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black Currant " "	1 85
Other Jams, W. F.	1 55
Red Currant Jelly	2 75

All the above in 1 lb. clear glass pots



P. G. JELLY POWDER.

Raspberry, strawberry orange, lemon, vanilla, pineapple, cherry, calves foot and grape fruit, doz. cases, 90c. per doz.

P. G. ICINGS.

Chocolate 2 doz. cases \$1.25 per doz.

Lemon, white, pink, canary and Kerneline 2 doz. cases, \$1.03 per doz.

T. UPTON & CO.

Raspberry, Strawberry, Red Currant, Pineapple.

1-lb. glass jars, 2 doz. in case, per doz	\$1 00
5-lb. tin pails, 8 pails in crate, per lb.	0 67 1/2
7-lb. wood pails, 6	0 06 1/2
14-lb. wood pails, per lb.	0 06 1/2
31-lb.	0 06 1/2

LICORICE.

YOUNG & SMYTHE'S LIST.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks) per box.	1 25
" Ringed" 5 lb. boxes, per lb.	0 40
" Acme" Pellets, 5 lb. cans, per can.	2 00
" Acme" Pellets, fancy boxes (40) per box	1 50
Tar Licorice and Tolu Wafers, 5 lb. cans, per can	2 00
Licorice Lozenges, 5 lb. glass jars	1 75
" " 5 lb. cans	1 50
" Purity" Licorice, 200 sticks	1 45
" " 100 sticks	0 75
Dulce, large cent sticks, 100 in box	0 73

MINCE MEAT.

Whealy's Condensed, per gross, net	\$10 80
per case of 3 doz., net	2 70
Nicholson's, per gross	10 80
per 1/4 gross case	2 70

MUSTARD.

COLMAN'S OR KEEN'S.

D. S. F., 1/4 lb. tins, per doz.	\$1 40
" " 1/2 lb. tins, " "	2 50
" " 1 lb. tins, " "	5 00

In Jars—

Durham, 4 lb. jars, per jar	0 75
" " 1 lb. " "	0 25

F. D., 1/4 lb. tins, per doz. 0 85

1/2 lb. tins, " " 1 45

FRENCH MUSTARD

Crown Brand—(Greig Mfg. Co.)

per gross	per gross.
Pony size, \$7 50	Beer Mug, 16 20
Small Med. 7 50	Tumbler, 11 50
Medium, 10 80	Cream Jug, 21 00
Large, 12 00	Sugar Bowl, 22 00
Spoon, 18 00	Caddy, 28 00

THE F. F. DALLEY CO.

Dalley's Mustard, bulk, pure, per lb.	0 25
Dalley's Mustard, 1/2 lb. tins, 2 doz. in case, per doz.	2 00
Dalley's Mustard, 1/4 lb. tins, 4 doz. in case, per doz.	1 00
Dalley's Superfine Durham Mustard bulk, per lb.	0 12
1/4 lb. tins, 4 doz. in case, per doz.	0 65
1/2 lb. tins, 2 " " " "	1 20
1 lb. jars, per doz.	2 40
4 lb. " " " "	7 80
1/4 lb. glass tumblers	0 75
Jersey Butter Color, 2 oz. btls, per oz.	1 25
1 gallon tins, per gal.	2 50
Culinary Salt, 2 oz. btls, sil. tops, per doz	1 25
Curry Powder, 2 oz. bottles, silver tops, per doz.	1 75

ORANGE MARMALADE.

T. UPTON & CO.

1-lb. glass jars, 2 doz. case, per doz	\$1 00
7-lb. pails, 6 pails in crate, per lb.	0 07 1/2
Silver Pan, 1-lb. fancy glass jars, 2 doz. in case, per doz.	1 30

PICKLES—STEPHENS'

A. P. TIPPET & Co., AGENTS.

Patent stoppers (pints), per doz.	2 30
Corked (pints), " "	1 90

SODA—COW BRAND.



Case of 1 lbs. (containing 60 pkgs.), per box \$3.00

Case of 1/2 lbs. (containing 120 pkgs.), per box \$3.00

Case of lbs. and 1/2 lbs. (containing 30 packages) per box, \$3.00

Case of 5c. pkgs (containing 96 pkgs) per box, \$3.00

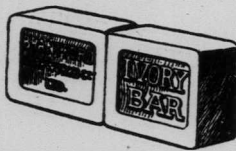
SOAP.

JOHN TAYLOR & CO.

Eclipse (Twin-bar), per box \$4 00

Freight prepaid 5 box lots. Special discount for larger quantities.

BRANTFORD SOAP WORKS CO.



"Ivory Bar" Soap is put up in Twin Cakes 12 oz. each, and in Bars, 1 lb., 2 1/2-lb. and 1 lb. Quotations furnished for "Ivory Bar" and other grades of soap on application.



A. P. TIPPET & Co., AGENTS.

Maypole Soap, colors 1 box and less than 5 boxes, \$4 00

Maypole Soap, black, boxes and upward, 4 00

Freight prepaid on 5 box lots

10 per cent. discount on gross lot

STARCH.

EDWARDSBURG STARCH CO., LTD.

Laundry Starches—

No. 1 White or Blue, cartoons	0 05 1/2
Canada Laundry	0 04 1/2
Silver Gloss, 6-lb. draw-lid boxes	0 07 1/2
Silver Gloss, 6-lb. tin canisters	0 07 1/2
Edwardsburg Silver Gloss, 1-lb. chromo package	0 07 1/2
Silver Gloss, large crystals	0 06 1/2
Benson's Satins, 1-lb. cartoons	0 07 1/2
No. 1 White, bbls. and kegs	0 04 1/2
Benson's Enamel, per box	3 00

Culinary Starch—

W. T. Benson & Co.'s Prep. Corn	0 06 1/2
Canada Pure Corn	0 05 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. cart.	0 09 1/2
Edwardsburg No. 1 White or Blue, 4-lb. lumps	7 1/2

THE F. F. DALLEY CO.

Boston—Laundry, 40 pkgs. to box, per package 0 68

Culinary—Toledo Corn Starch, 40 pkgs to box, per lb. 6 1/2c.



KINGSFORD'S OSWEGO STARCH.



SILVER GLOSS (40-lb. boxes, 1-lb. pkgs., 6-lb. boxes, sliding covers)	0 08
(12-lb. boxes each crate)	0 08 1/2
PURE—40-lb. boxes 1-lb. pack	0 07
48-lb. " " 16 3-lb. boxes	0 67

For puddings, custards, etc.

OSWEGO } 41-lb. boxes, 1-lb. packages..... 0 07 1/2

CORN STARCH }

ONTARIO } 38-lb. to 45-lb. boxes, STARCH } 6 bundles 0 06

STARCH IN } Silver Gloss 0 07 1/2

BARRELS } Pure 0 06 1/2

THE BRANTFORD STARCH CO., LTD.

Laundry Starches—

Canada Laundry, boxes of 40 lbs.	0 4 1/2
Finest Quality White Laundry—	
3 lb. cartoons, cases 36 lbs.	0 05 1/2
Bbls, 175 lbs.	0 04 1/2
Kegs, 100 lbs.	0 04 1/2

Lily White Gloss—

Kegs, extralarge crystals, 100 lbs.	0 06 1/2
1 lb. fancy cartoons, cases 36 lbs.	0 07 1/2
6 lb. draw-lid bx. 8 in crate, 48 lb.	0 07 1/2
6 lb. tin enamelled canisters, 8 in crate 48 lbs	0 07 1/2



Brantford Gloss—

1 lb. fancy boxes cases 36 lbs.	0 07 1/2
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Brantford Cold Water Rice Starch—

1 lb. fancy boxes, cases 28 lbs	0 09
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Canadian Electric Starch—

40 packages in case	3 30
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Celluloid Starch—

per case	3 50
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Ordinary Starch—Chal Prep. Corn—

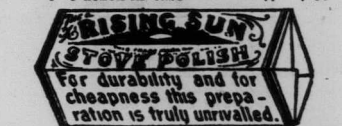
1 lb. pkgs. boxes 40 lbs.	0 06 1/2
No. 1 Pure Prepared Corn—	
1 lb. pkgs. boxes 40 lbs.	0 06 1/2

STOVE POLISH.



No. 4-3 dozen in case (net cash) \$4 50

6-3 dozen in case 7 50



Rising Sun, 6-oz. cakes, 1/2-gross bxs. \$ 8 50

Rising Sun, 3-oz. cakes, gross bxs. 4 50

Sun Paste, 10c. size, 1/4 gross boxes 10 00

Sun Paste, 5c. size, 1/4 gross boxes 5 00

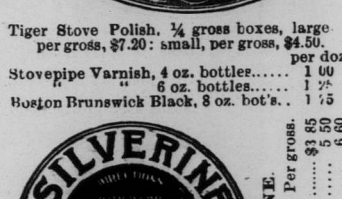


Tiger Stove Polish, 1/4 gross boxes, large per gross, \$7.20; small, per gross, \$4.50

Stovepipe Varnish, 4 oz. bottles 1 00

6 oz. bottles 1 75

Boston Brunswick Black, 8 oz. bot's. 1 75



SILVERINE.

Per gross.

No. 4-5c. size	\$3 85
" " 6c. size	5 50
" " 10c. size	6 60



TEAS.

SALADA CEYLON.

Wholesale. Retail

Brown Label, 1's and 1/2's	0 20	0 25
Green Label, 1's and 1/2's	0 22	0 30
Blue Label, 1's and 1/2's and 1/4's	0 30	0 40
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1/2's	0 44	0 60

Terms, 30 days net.



RAM LAL'S lead packages.

Cases, each 60 1-lbs. 0 35

" " 60 1/2-lbs. 0 35

" " 30 1-lbs. 0 35

" " 120 1/2-lbs. 0 36



Ceylon Tea, in 1-lb. and 1/2-lb. lead package black or mixed.

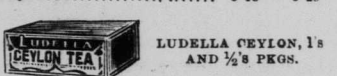
Black Label, 1-lb., retail at 25c.	0 19
" " 1/2-lb., " "	0 20
Blue Label, retail at 30c.	0 22
Green Label " " 40c.	0 28
Red Label " " 50c.	0 35
Orange Label, retail at 60c.	0 42
Gold Label, " " 80c.	0 55

Terms, 3 per cent. off 30 days.

CROWN BRAND.

(Ceylon in lead packages)

Red Label, 1-lb. and 1/2's	0 35	0 50
Blue Label, 1-lb. and 1/2's	0 28	0 40
Green Label, 1-lb.	0 18	0 25
Green Label, 1/2's	0 19	0 25
Japan 1's	0 19	0 25



LUDELLA CEYLON, 1's AND 1/2'S PKGS.

Blue Label, 1's	0 18 1/2	0 25
Blue Label, 1/2's	0 19	0 25
Orange Label, 1's and 1/2's	0 21	0 30
Brown Label, 1's and 1/2's	0 25	0 40
Brown Label, 1/2's	0 30	0 40
Green Label, 1's and 1/2's	0 35	0 50
Red Label, 1/2's	0 40	0 60

TOBACCO.

EMPIRE TOBACCO CO.

Foreign—

Royal Oak, 2 x 3. Solace, 8s	0 52
Something Good, rough and ready, 7s	0 54
Louise, 7 x 3. 14s	0 53

Domestic Chewing

Currency, 13 1/2 oz. bars, spaced 9s, (10 1/2 to the lb.)	0 39
Patriot, 2 x 6. Navy 5s	0 41
Old Fox, narrow 12s	0 44
Free Trade, 8s	0 44
Snowshoe, 10 1/2 oz. bars, spaced 8s, (12 to the lb.)	0 44
Snowshoe, pound bars, spaced 6s	0 44

Cut Smoking—

Leader, 9s, in 5 lb. boxes (10 hrs. in case)	0 32
--	------

WOODENWARE.

THE E. B. EDDY CO. per doz

Washboards, X	1 40
" " XX	1 60
" " Waverly	1 70
" " Planet	1 80
" " Special Globe	1 70
" " Solid Back Globe	1 80
" " Electric Duplex	2 50

Matches—

5-Case	Single	
Telegraph	\$3 00	\$3 20
Telephone	2 80	3 60
Tiger	2 65	2 85
Empire, (slide box)	2 25	2 35
Safety Capital	2 75	2 85
Parlor, Eagle, 200's	1 30	1 40
" " 100's	1 50	1 60
" " Victoria	2 50	2 60
" " Little Comet	2 00	2 10
Flamers	2 25	2 35
" (wax stems)	3 20	3 30

BOECKH BROS. & COMPANY.

Per doz

Washboards, Leader Globe	1 45
" " Improved Globe	1 50
" " Standard Globe	1 60
" " Solid Back Globe	1 70
" " Jubilee (perforated)	2 20
" " Crown	1 35

F. O. B. Toronto

Matches, Kodak, per case (10 gross in case) 2 68

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- 1, 2, 3 dollar baskets
- 1, 2, 3 mesh baskets
- Baskets and Grocery baskets
- Fruit packages of all descriptions

For Sale by all Grocers

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Toilet Ware Dinner Ware Tea Ware

and *miscellaneous products* of the *English Potteries* are being placed on our sample tables.

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- It is the favorite everywhere.
- The ingredients are absolutely pure.
- It is noted for excellent quality.
- Has the largest sale of any in Canada.

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Crosse & Blackwell, Limited

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JAMS and CONDIMENTS
KIPPERED HERRINGS ⁱⁿ Tomato or Shrimp Sauce.

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Capital (paid-up).....\$1,500,000
Reserve Fund..... 1,500,000

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